

**BUSINESS PROFILE OF THE VISITING ENTREPRENEURS
OF THE EAST JAVA PROVINCE – INDONESIA
JULY 2018**

01. **MS. ENDANG DARYANTI**

Company owner of
UD SENDY LEATHER

Product:

Leather product, bag, wallet, belt, accessories.

Office:

Ruko Permata Tanggulangin Blok R2-17
Tanggulangin, Sidoarjo
East Java

Phone +62 0857 1900 5919

Email : Sendyleather@gmail.com

Business Activities

ENDY LEATHER was established in 2012 to cater the demand for the high-quality leather products among the growing middle class of in the Island of Java. It benefits from the available leather resources in the east Java provinces and combining creatives ideas and the craftsmanship of the local people of Sidoarjo. The company aims to be the leading producers of high quality leather products in Indonesia. UD SENDY LEATHER targets the premium consumers that need high quality leather products with competitive price. Our product especially popular among women of 35-65 years old and gentlemen of 25-65 years old.

Our high-quality products distributed to the eastern part and central of Java Island that cover more than 50 million population. The company has worked with smaller traders and own showroom to promote the its product as well as available in the leading fashion store and mall in the Province of East Java, Central Java and Yogyakarta.

Business Interest

Interested in export or import, sharing production and leather industry knowhow and leather machinery.

02 **MS. TIWUNG DYAN EKAWATI**

Company (owner):
CV. KIRANA KARYA NUSANTARA

Brand :

Dian Art

Product:

Jewelry and Accessories

Office:

Manukan Lor 2 I No 14 Surabaya , Bumi
Suko Indah blok BB No. 4 Sidoarjo
East Java

+62 852 3222 2716

Email : dian.art08@gmail.com

Business Activities

Dian Art is a business that produce ethnic accessories run by Ms. Dyan Ekawati. Started as a hobby, she established CV Kirana Karya Nusantara as business vehicle. Her vision is to create and develop high quality ethnic accessories with finest detail and creativity. Under her guidance, the company continues to pursue innovation and latest design to expand the market share to another province in Indonesia.

Dian Art continue to expand its market in the mushrooming market of women accessories that is very competitive. The company regularly release its collections using all means of promotion including taking part in fashion exhibition and handcraft fair, direct marketing the expo centre and malls. The company operate showrooms and use the social media to promote its product.

Ms. Tiwung Dyan Ekawati actively undertaken capacity building through education and training to improve the product quality and design. She actively promotes the capacity building of the SMEs.

Business Interest

Looking to promote company's products or partners in accessories Industry. Wishes to exchange views and business opportunity with foreign partners to improve the creativity, design and production capacity.

03 MS. SUKANTI SWASTIKAWATI

Company
PT RADITYA AVIO JASA

Product:
Textile, Garment, Fashion

Brand: Batik Kanthi

Office:

Jl. Brawijaya Komplek Ruko Brawijaya
No. 1 dan 2 Banyuwangi
East Java

+62 812 323 7486
Email : Sukantiiswastika22@gmail.com

Business Activities

We have been in the garment manufacturing business for over decades and we believe that we can lay claim to be one of the market leader in making national dresses such as batik. Throughout of decades of our existence, we concentrate on specializing in the production of batik and women dress and created our own niche in the market. Our garment product is for the national market and exported to Timor Lester for a minimum 5.000 pieces a month.

Our factory in Banyuwangi is socially complied with all local laws and per national requirement of national laws. We employ local talent and has been a model for promoting job opportunities and capacity building. We benefit from the trained, skilled and dedicated manpower and management system.

Business Interest

Exporting garment product, looking for machinery in the textile and garment industries.

04. **MS. KARTIYAH KARYO**

Company
UD. SEKAR SARI

Product:
Leather Shoes

Business Activities

Ms. Kartiyah Karyo chairwomen of UD Sekar Sari, a cooperative business unit in the Mojokerto, East Java. The company is engaged in the manufacture of leather footwear, such as shoes, sandals, leather cum rubber/plastic cloth sandal that are mostly popular among Indonesian consumers. The company success has been largely a result of its ability to design, develop and market leather shoes with contemporary styles at the affordable prices. The company produces various shoes under many brand names and makes private label shoes for other companies.

The company market is at the regional level and aimed to cover the burgeoning national market. It is also aiming international market, including production of international shoes brand.

Business Interest

Looking to expand shoes export as well as promoting production of international shoes brand in Indonesia.

Office:

Jl. Empunala No. 07/41 Mojokerto
East Java

+62 813 3098 1234

Email : sekarsarikartiyah@gmail.com

05 **MS. SITI ULFAH SYAM B ACHMAD**

Company
CV MUMTAZA

Product:
Fashion – Batik

Business Activities

Ms. Siti Ulfah Syam B Achmad operates production of garment, specialized in the national dress of batik. She works with local craftsman of batik to produce high quality dress for upper level consumer.

Her products are available in several privately-owned boutique and in some premium department store. The market for batik is very large in Indonesia as it is widely used for daily activities, parties as well as office attire.

Based in East Java,

Business Interest

Interest in expanding its product to international market.

Office:

Jalan Kenari 4B Madiun,
East Java

+62 812 3567 8352

Email : butikmumtaza@yahoo.com

06 **MS. SOESILANINGTYAS**

Company Owner
CV VIRTa PRATAMA

Product:
Clothing Line, Fashion,

Office:

Jl RA Kartini No. 1, Surabaya
East Java

+62 81 333 4109, +62 812 2231 0086
Email : Soesi.soekotjo@gmail.com

Business Activities

Ms. Soesilaningtyas is owner and managed the CV Vitra Pratama, one of the leading clothing line and fashion that are available in most of the fashion store in East and Central Java as well as other Indonesian Islands. It incorporates the love and passion for fashion, quality and design but maintain the Java character and cultural heritage. We consider it as extremely important goal to continue to lead fashion in Java through the next decade, to closely accompany our customer in all areas of appearance and lifestyle.

CV Vitra Pratama employs young and talented fashion, graphics and textile designers. The studio designers are connected physically and emotionally to the East Java culture and vibe that is filled with limitless wealth of ideas and inspiration.

Business Interest

Expand the clothing line production by finding new opportunities, ideas, and partners in clothing and fashion industry.

07 **MS. TITIN WIYANTINI SUDARSA**

Company
ANAQA GORGEOUS

Product:
Fashion

Office:

Jln .Ketintang Selatan III NO.31
Surabaya- East Java - Indonesia

+62 813 3430 0304
Email : Titinwiyantini2@gmail.com

Business Activities

Mr. Titin Wiyantini Sudarsa is founder of Anaqa Gorgeous, one of the leading clothing line that produced in East Java. It caters the consumer who require high quality fashion and competitive price. Anaqa Gorgeous is marketed widely in Indonesia and aimed to take a large chunk of fashion market in eastern part of Indonesia.

Our style of fashion has always been to satisfy the consumer needs. Therefore, we continue to combine the traditional and ethnic style with modern design that are hugely popular with the women and young consumer.

Business Interest

Export of fashion and joint production. Interest to gain more technical and new design capacity with working with foreign companies.

08 **MS. NABILA AULIA RAHMAH**

Company
Nabila Fashion Designer

Product:
Fashion

Office:

Jl.Ketintang Selatan III No.31 Surabaya-
East Java Indonesia

+62 858 5054 4424

Email : nabilauliahmah@gmail.com

Business Activities

We are privately owned fashion design company, sourcing and manufacturing company. With year of experience, Nabila Fashion specialized in the whole fashion industry supply chain process. Nabila Fashion build up on the long tradition of fashion Industry in East Java and we aim at preserving the unique traditional fashion style of Java. Our fashion style is base on batik and richness of ethnic style of Indonesia.

Our product is designed for upper market and widely available in shopping malls and department stores all over Indonesia. We managed several showrooms and works with many fashion houses to market our product all over Indonesia.

Business Interest

Interest in export and joint production of clothing in the growing Indonesian market for premium fashion.

09. **MS.BRIANA SEKAR VEASNA AYU**

Company /Brand
BianVe by Briana

Product:
Clothing Line and Accessories

Office:

East Java

+62 812 3567 8352

Email :

Business Activities

Ms. Briana Sekar Veasna Ayu is the founder of BianVe Clothing line and Accessories. It designs, manufactures and markets (wholesales and retails) exclusive and original ladies fashion to national market through department stores and multiple retailers. BianVe has always been at the heart of quality fashion and is available in most of department store and fashion house in most part of Java and eastern part of Indonesia. To compliments its clothing line, BianVe also produces high quality women accessories.

Business Interest

Interest in promoting its product and business collaboration to cater international market.

10. **MS. RAHMAWATI**

Company Owner of
PT RAHMAWATI AZIZ GROUP

Product:
Food Product, coffee,
Restaurant (www.warungapung.com)

Office:

Jalan Raya Ambeng-Ambeng 1937
Watangrejo
East Java

Phone +62 811 3418363, +62
81249215754
Email : head_office@yahoo.com

Business Activities

Our lines of business is Indonesian traditional processed food including variety of snack and beverages. Our company is one of the leading suppliers of traditional food and beverage consumer retail product to the market in Java Island. Our mission is delivering quality food and beverages solution to our domestic market.

The company also has large interest in coffee for local and export market. From our humble beginning as a small cooperative, collecting coffee beans from the farmer, our focus has continued to provide the consumer with some of the most outstanding Indonesian coffee. Being a family owned and operated, our core values of quality and passion for coffee have allowed us to evolve into a company that produce a high-quality coffee. We have earned a special place in our customer's heart and coffee lover.

Ms. Rahmawati also operates restaurants and catering services to large corporations in the East Java area, providing quality and tasteful food for workers, schools and meetings and receptions.

Business Interest

Interested in export or import of processed food and coffee export.

11 **MS. LILIK ENDANG SUPARNI**

Owner of
CV. AFITI MULTIKARYA

Product:
Arkana Java Coffee (Speciality Coffee)
Ethnic Bag

Head Office:

Jl. Kartini 7, Surabaya, East Java

Office :
Jl. Selat Sunda VI-55 Malang
East Java

+62 812 35262881
Email : lilik.endang@gmail.com

Business Activities

We are the producers of Speciality coffee, Arkana Java Coffee, one of the market leader in the eastern part of Indonesia. The company was established in 2013 to benefit from and absorb the production of the local coffee grower in Eastern part of Indonesia. We release the Arkana Java Coffee to cater the middle-class market. We continue to expand our market to larger consumer of Indonesia. The company exported coffee beans to Australian market for about 10 tons per month.

Ms. Lilik Endang Suparni also controlled business entity that produce special bags that designed by combining the ethnic style and modern design. The product has a niche market in the eastern part of Indonesia and hugely popular in the tourism areas.

Business Interest

Interest in coffee trade (export and import) and coffee machinery from Italy.

Looking for partner to expand its bag business to cover the promising Indonesian market.

12 **MS.SYLVIA SUTEDJO**

Office:

Surabaya
East Java

Company

CV AGATHA MANAGEMENT

Product:

Jewelry
Food Product

+62 811 333 910

Email : Aurelliaagatha1456@gmail.com

Business Activities

CV Agatha Management main business activity are on the production of jewellery. Its headquarter is in Surabaya and has well established factory with outstanding craftsmen. Our mission to provide fine quality product to consumer, each beautiful piece produced our passion and craftsmanship in the jewellery making. CV Agatha Management cover the national market, particularly in the Java Island and intend to expand its business to national wide consumer and export.

CV Agatha Management operates food processed business. It is manufacturers, marketer and distributor of a range of snack for food service and retail supermarket industries. The company serves national domestic market and aiming for international market. Its principal snack product cookies, chips and variety of jam and marketed under various brand name as well as for private label and contract packing.

Its customer in the food product includes supermarket, food stand chain, department stores, mall and shopping centre, restaurant and food outlet. It gains a lot of success in providing gift and souvenir in the tourism market.

Business Interest

Interest in exporting jewellery as well as business partnership to cater the growing Indonesian market as well as European market. Also interest to export and import processed food.

13. **MS. SITI AISYA**

Office:

Company
PT FORTUNA BADJA INTI

Surabaya
East Java

Service
General Supplier and Export

+62 812 359 3049
Email : lsa_dka@yahoo.co.id

Business Activities

PT Fortuna Badja Inti is own and operated by Mr. Siti Aisya, leading multi industry provider with an outstanding reputation for services, designed to meet or exceed our client expectation even in the most complex province throughout Indonesia. We take pride of serving government office / Government procurement and various companies. We focus on consistently delivering quality service.

Our company has provided direct benefit to our client through competitive pricing, scalable capabilities and building partnership. We hire, trains and develop our workforce while embracing principle of professional services.

Business Interest :

Interest in export and import of consumer goods and commodities

14. **MS. YUSSI BANA INDRA MARTHA**

Office:

Company
YUMA CALL

East Java

Product:
Clothing Line and Bag

Email :

Business Activities

Ms. Yussi Bana Indra Martha is the founder of Yuma Call brand of clothing Line and Bag.

The product is particularly popular among the younger consumers and young executive and widely available in the malls and department store the East, Central Java and some other province. It is aimed to cover the market in the Jakarta which has a huge young consumers.

Business Interest

Expand the market for Yuma Call clothing line and to have joint production with foreign companies in order to access international market

15 **MS. SRIANAH**

Office:

Jl Sarimun No 19, Beji, Batu Malang
East Java

Company

PT SRIANA TIRTATAMA

Product:

Trading, Export / import agricultural commodities,
coffee

+62 815 5578 0731, +62 341- 513456

Email : ptsrianatirtatama@gmail.com

Business Activities

PT Triana Tirtatama own interest in Agribusiness and commodities trading, benefitting from the rich natural resources of the Province of East Java. Its primary objective has been to purchase commodities from the farmers and marketed to end consumers. The company trading portfolio includes coffee and variety of foods.

Ever since PT Sriana Tirtatama established, it has take a clear target to be the main channel of distribution, connecting farmers and the market. The company has ambition to be the largest food supplier in the Eastern part of Java and aiming to established itself a market leader in the central of Indonesia. To build its commodity trading business, it has been very fair to its main partners, the farmers. Its has a strong link with local agriculture supply chain and also aimed to the procurement of agricultural commodities by the government.

Business Interest:

Export agriculture commodities particularly coffee.
Import of goods for coffee and food processing.