PARVATI
TEXTILES CENTRE

CORPORATE PROFILE

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Our Milestone

Who We Are

Today, Parvati Textile Centre (PTC) is a Brunei-based wholesale distribution company specialising in a diverse range of branded fast-moving consumer goods (FMCG) products. Founded in 1980, our company's roots were in the heart of Bruneian trade for retail textiles with a "customer-first" approach. Over the years, PTC has grown from a small team of ten employees & two agency lines into one of Brunei's largest leading FMCG distributors – maintaining that same ethos of customer satisfaction & operational excellence has propelled PTC into the forefront of wholesale FMCG trade in Southeast Asia.

Our mission is to provide top-quality products at competitive prices, ensuring that both customers & brand partners benefit from superior service, reliability & market presence. As a trusted industry leader for over 25 years, we continuously strive to enhance operational efficiency, innovation & excellence in wholesale distribution.

What We Do

At PTC, the customer experience is everything. We ensure that your brands maintain a strong & consistent presence in our serviced markets, with products available at the best price & quality. Our extensive 98% market coverages includes: supermarkets; department stores; mini-marts; independent grocers; hotels; restaurants; cafes; bakeries & cooperative societies.

Our omni-channel distribution network caters to all needs in FMCG, ensuring a seamless supply chain for essential products for foods, beverages, personal care, household goods & much more. With a commitment to speed, efficiency & service excellence, PTC continues to set new benchmarks in FMCG wholesale, solidifying its reputation as a market leader in the region.



Our Beginnings

1980 — The inception of Parvati Textiles Centre (PTC) in Brunei Darussalam, dealing initially in tailor work & textiles.

1988 — PTC enters into FMCG trade.

2001 — Directed by global networks, PTC opens its first international branch in Melbourne.

2003 — A number of global brand agencies came into picture appointing PTC as its sole distributor in Brunei.

2010 — PTC opens its second international branch in Sydney, providing more gateways to bring in premier products to & from Australia.

2014 — PTC founder & Prop. Vishnu Punjabi receives the BIMP-EAGA Outstanding Entrepreneurship Award for his work at PTC.

2019 — PTC diversifies its service offering by providing quality medical products & equipment to its clients.

2021 — Emerging from the pandemic, PTC becomes a leading distributor within Brunei, covering 98% of the market.

2025 — PTC is growing steadily & seeking to grow its distribution network through online means.

Business Facts & Figures

Annual Revenue
BND $28-30 million

Annual Container Turnover
450-500 containers (20-footers)

Warehouse Capacity
50,000 sqft. / 3,000 pallet locations

Local & Global Affiliates
200+(Brunei, Sydney, Melbourne)

Client Network
300+ partners nationwide

Brand Portfolio
50+ leading brands

Distribution Channels
15 (delivery trucks, vans & transport vehicles)

Industry Recognition
Founder awarded Top Entrepreneur at the 2014 BIMP-EAGA Awards

With a robust operational infrastructure, extensive supply chain & strong market presence, PTC continues to be a leader in wholesale FMCG distribution across Southeast Asia & Australia.

Home Market Profile

Demographics

Total Population : 480,000
Language : Malay, English, Chinese & others
Religion : Muslims (85%), Buddhist (10%),
Christian (2%) & Others (3%)

Retail & Hospitality Landscape

Supermarkets : 45-50
Mini-Marts : 60-65
Independent Stores : 500-600
Restaurants : 350-450
Cafés : 100-200
Hotels and Motels : 10-15
Premium Hotels : 6-8

Economic Indicators

Currency : Brunei Dollar (BND) pegged to Singapore Dollar (SGD) at 1:1 Ratio Gross Domestic Product (GDP) : Growth of 1.4% in 2023, with projections of 2.4% in 2024 & 2.5% in 2025
Inflation Rate : 0.4% in 2023, expected to rise to 1.1% in 2024

Franchise Presence

Brunei hosts a variety of international franchises, including: Starbucks, Mc Donald's KFC, Pizza Hut The Coffee Bean & Tea Leaf Burger King, Jollibee.

Overall, the market of Brunei Darussalam presents a stable & promising environment for economic diversification & foreign investment; characterized by its geographical proximity to SEA trade channels, a well-educated population, & pro-commerce government.

Our Leadership

At Parvati Textiles Centre, visionary leadership has been the driving force behind our 45-year growth & success. Our leaders are committed to excellence, innovation & customer-centricity, shaping PTC into a dominant force in the FMCG distribution sector.



"Business has a responsibility to give back to the community."

As Managing Director, Manish Punjabi drives PTC's strategic growth & market expansion, ensuring the company is constantly seeking new avenues to become a household name for its customers. His leadership fosters strong industry-best partnerships & corporate social responsibility, reinforcing PTC's commitment to sustainable business practices & community engagement.

-Manish Punjabi
Managing Director



"The most important thing is delivering a first-rate customer experience."

With a sharp focus on operational excellence & customer satisfaction, Hemant Punjabi plays a key role in streamlining PTC's supply chain, distribution efficiency, & service innovation. His leadership ensures that PTC continues to deliver premium products with utmost speed, reliability & quality.

-Hemant Punjabi
Managing Director

Our Team









Our Pride - A Significant Recognition



The **Asia Pacific Entrepreneurship Awards** (APEA) is a prestigious recognition that honors exceptional business leaders who demonstrate outstanding performance, innovation, and resilience in building successful enterprises across the Asia-Pacific region. with participation from 16 countries annually, APEA stands as one of the most renowned and distinguished awards in Asia.



In 2015, **Vishnu Punjabi**, the visionary founder of Parvati Textile Centre (PTC), was honored with the **Outstanding Category Award** at the APEA, alongside other esteemed business leaders from the Brunei, Indonesia, Malaysia and the Philippines-East ASEAN Growth Area (BIMP-EAGA).



From its inception in 1980, PTC has grown into a dominant force in the Fast-Moving Consumer Goods (FMCG) industry, providing high-quality essential products to diverse consumer segments. Under **Vishnu Punjabi's** leadership, PTC has built a well-diversified product portfolio, ensuring daily necessities reach households, businesses and industries seamlessly.

This prestigious recognition reflects PTC's unwavering commitment to excellence, innovation, and sustainable business growth. With a strong foundation and an ambitious vision for the future, PTC continues to push boundaries, expand its market reach, and set new benchmarks in the FMCG sector across Southeast Asia.

Our Future Expansion

At Parvati Textile Centre (PTC), we are committed to driving sustainable growth, market expansion, and industry diversification. Our vision is to establish PTC as a household name synonymous with major international brands, ensuring our continued leadership in the FMCG sector and beyond.

- **Industry Diversification :** Expanding into new sectors, including medical and pharmaceutical distribution, to meet the growing demand for healthcare and wellness products.
- **Strengthening Supply Chain & Logistics :** Enhancing distribution processes, optimizing efficiency, speed, and service quality to ensure seamless product availability.
- **Brand Building & Market Presence :** Strengthening brand awareness through marketing strategies and customer engagement initiativesto build consumer trust and loyalty.
- **Geographical Expansion :** Extending our distribution footprint across international markets, leveraging our strong global network to tap into new regions and emerging economies.
- **Strategic Partnerships & Acquisitions :** Expanding through joint ventures, acquisitions, and strategic alliancesto increase market penetrationand explore cross-border business opportunities.
- **Innovation & Value-Added Services :** Developing new servicesto enhance customer experience and maintain a competitive edge in the market.

With a strong foundation and a forward-thinking approach, PTC continues to explore new opportunities, strengthen its industry leadership, and drive future growth in the global marketplace.

Our Product & Brand Portfolio

At Parvati Textile Centre (PTC), we take pride in offering a diverse range of high-quality products across multiple categories, sourced from leading global manufacturers. Our portfolio includes renowned international brands, in-house labels, and exclusive agency partnerships, ensuring the highest standards of quality, freshness, and reliability for our customers.

Food & Beverages

We supply a premium selection of global food brands, including Lotus Biscoff, Ferrero, Nutella, Milo, Lotte Pepero, Munif Hijjaz Coffee, Dole, Wai Wai Noodles, Jelly Belly, Mars, Cadbury, Cha Tra Mue, Pillsbury Atta, Borges Oil, Bundaberg, and more. These products are household staples, trusted by consumers for their taste and quality.



OUR BRANDS


888


Lotus
Biscoff


BORGES


NOOR


Sania


American Garden


DATU PUTI


Walker Bay
spice • speserye


Dole


MANG TOMAS


UFC


Munif Hijjaz


FIESTA




Pillsbury


ROYAL


WAI WAI


Belgian


HAPPY VIBES


Lindt
MAÎTRE CHOCOLATIER SUISSE
DEPUIS 1845




PEPERO


Bavaria


BUNDABERG
BREWED DRINKS


Monde


CYPRINA


HYPE
ENERGY


Refferlys Garden


SUPER DELIGHTS


Jelly Belly


Mantap
The Taste of Drama


Ligo
SINCE 1954


Rebisco


Antonelli


Fire Bull


Arla


Ovaltine

Non Food Consumer Goods

Our non-food portfolio includes essential household and personal care products from Head & Shoulders, Pantene, Arm & Hammer, Paper One, Bic, Selleys, Stabilo, Godrej Aer, Maxsun, Pentel, and many others. These brands are recognized for their reliability and are widely used in homes and businesses across Brunei.



OUR BRANDS


ASIAN
SERVING SINCE 1970


HOME
SWEET
HOME


LONDON


LION STAR
PLASTICS


MAXIM
The World's Most Popular Cookware


Ocean
Life's pleasure


COOPER


SELLEYS
IF IT'S SELLEYS IT WORKS


PALMER'S


Dabur


emami


ARM & HAMMER


PAPER one


uni-ball


STABILO


Pentel


STAEDTLER


BiC


Louis Tape


Domestos

Pet Care Brands

Our pet care division offers a variety of nutritionally balanced, premium pet food brands, including Smart Heart, Cuties Catz, Me-O, Classic Pets, Optimum, Katz Comfort, and more. All pet products undergo rigorous safety and quality testing to ensure health and well-beingfor pets.



OUR BRANDS


Cuties Catz


SmartHeart


CLASSIC PETS


EXPERTOS EN LECHOS
NATURlitter


Me-O


optimum.


KATZ
COMFORT

Medical & Healthcare

PTC is a trusted distributor of medical and healthcare products from industry leaders such as Biosensors International, Sis Medical, Nipro, Goodman, Biomatrix, Powerline, NSE Alpha, and Laxa. These brands provide high-quality medical solutions that meet global healthcare standards.

Gleneagles JPMC™
A PARKWAYHEALTH CARDIAC CENTRE
JERUDONG PARK BRUNEI

Jerudong Park Medical Centre

قوست قاكر قنتاي جرودوغ
PANTAI JERUDONG SPECIALIST CENTRE

RIPAS HOSPITAL

PORTFOLIO

Interventional Cardiology

BIOSENSORS INTERNATIONAL™

SIS MEDICAL
Swiss Interventional Systems

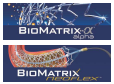
NIPRO
YOUR PARTNER IN HEALTH CARE

GOODMAN

PRODUCTS

STENTS

Drug-Eluting Stents (DES):



Drug Coated Stent (DCS):



Bare Metal Stents (BMS):



PTCA BALLOONS

Balloon Dilatation Catheters:









OPN NC® - Super High Pressure PTCA Balloons

Electrical Ware

PTC is a trusted distributor of medical and healthcare products from industry leaders such as Biosensors International, Sis Medical, Nipro, Goodman, Biomatrix, Powerline, NSE Alpha and Laxa. These brands provide high-quality medical solutions that meet global healthcare standards.



OUR BRANDS


Panasonic


LAXÁ
FISHFEED


POWERLINE
Born to Protect
Since 2007


WINNING
STAR


BAJAJ
Bajaj Electricals Ltd.
Inspiring Trust


orient
electric


IWD


SANDVIK
MARINE ELECTRONICS


LDNIO


RE/MAX

Our Competitive Edge

- We source directly from manufacturers to guarantee maximum freshness & authenticity.
- Our products are re-labeled exclusively for Parvati Trading Company to meet market needs.
- We distribute both leading global brands & in-house products, ensuring a strong competitive presence.
- Every product in our portfolio is carefully selected to meets the industry standards for safety, quality & customer satisfaction.

By continuously expanding our product portfolio, PTC remains committed to delivering excellence, ensuring that households, businesses, and industries in Brunei have access to the best brands from around the world.

Our Go-To Market Strategy

Connecting our Brands to Consumers

Our company ethos of “putting the customers' needs before our own” is at the forefront of our supply chain excellence strategy. Your job is to find & enjoy the products you love, our job is to make sure the brands & products you love are easy to find & ever-present.





Mass Reach Strategies

At Parvati Textile Centre (PTC), we believe in creating meaningful engagement with our customers through strategic marketing initiatives, publicity campaigns, and community-driven events. Our approach ensures maximum brand visibility while strengthening our connection with consumers across Brunei.

Publicity & Public Relations

Parvati Cat Show

In April 2021, Parvati Textile Centre hosted their "PAW-SOME" Cat Competition sponsored by Smart Heart. A total of 92 cats were entered for participation & underwent multiple rounds of judging, of which the winners were awarded massive cash prizes as high as BND $ 1,000 (as well as a trophy, certificate & gift voucher). That aside, fun activities were also available during the event for cats & their owners to participate. This content aims to unite & educate all pet lovers on pet wellness & nutritional health.



ICC Exhibitor Stall

PTC's first participation as exhibitors for the bi-annual ICC Consumer Fair 2025 was a great success. The Parvati marketing team showcased two of our top selling brands: Munif Hijjaz coffee & Godrej Aer fresheners. Our Munif Hijjaz promoters flew in from Malaysia to help promote their brand, utilising the complimentary Krystal FM radio session & their own TikTok posts to better engage Bruneian audiences. Overall, the fair gave good exposure for these agency lines & our company, making it a bankable point of promotion going forward.



Lotte Pepero Day
(A Sweet Celebration)

PTC brought the joy of Lotte Pepero Dayto Brunei, aligning with celebrations in Korea, the Philippines, and Japan. This initiative gave back to the Bruneian community, allowing consumers to indulge in their favorite Pepero treats. The event was successfully held from November 1st to 11th, 2019, at Hua Ho Department Store, Manggis Branch, generating excitement and strengthening the brand's presence.



Easy Cooking with Anyati
(Promoting Filipino Cuisine)

In collaboration with RFM Products, PTC introduced new Filipino delicacies such as Fiesta Puto and Bibingka. Held on November 23, 2019, this interactive cooking demonstration was attended by members of Brunei's International Women's Club and the Philippine Embassy Management and Staff. The event showcased quick and easy meal preparation, reinforcing our commitment to enhancing culinary experiences for consumers. Through these strategic activations, PTC continues to build strong brand connections, enhance customer experience, and expand its market reach. Our mass reach strategies ensure that our brands remain at the forefront of consumer preference in Brunei and beyond.



Vendor & Distributor Opportunities

At Parvati Textile Centre (PTC), we believe in fostering strong, long-term partnerships with vendors and distributors to create mutually beneficial growth opportunities. With over 40 years of industry expertise, we have established ourselves as the largest distribution company in Brunei, holding a dominant market share of 70% and ensuring 98% local market coverage.

Why Partner with Us

- Unmatched Market Reach : Your products will be strategically placed across supermarkets, hypermarkets, mini-marts, independent stores, hotels, and restaurants, ensuring maximum visibility.
- Comprehensive In-House Operations : We manage your brands under one roof, including marketing, merchandising, sales, logistics, warehousing, and promotions, ensuring seamless product distribution.
- Diverse Product Portfolio : Your brand will be promoted alongside our diverse product portfolio.
- Established Reputation & Experience : You can rely on our experience in retail and FMCG distribution, spanning four decades.
- Synergistic Trade Relationships : Your brand will remain ever-present in the market, backed by efficient supply chain management and competitive pricing.
- Commitment to Excellence : Your brand will be key to achieving high customer satisfaction, supply chain efficiency, product reliability, sustainability, and community engagement, ensuring long-term market success.

Join
Our Growing Network

By partnering with Parvati Textile Centre, your brand will gain access to a powerful distribution network that maximizes market penetration and consumer reach. We are committed to driving sales, expanding brand presence, and ensuring seamless distribution in Brunei and beyond. Let's grow together—your success is our success!

PARVATI
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