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125 Years: 1895-2020

CII Market Facilitation Services

Import Profile Series

Trade Opportunities in **INDONESIA**

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Jakarta International Container Terminal

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1. *Executive Summary*

Strategically positioned at the crossroads of the Indian and Pacific oceans, the Republic of Indonesia is the world's largest archipelago. As the largest nation in South-East Asia, Indonesia boasts of a rich endowment of natural resources such as coal, oil and minerals such as tin, bauxite, gold and copper. As a nation, Indonesia's political and economic journey has been eventful. Starting from the pre-Colonial period to the present, the country has witnessed landmark political and economic events that have helped shape its political economy.

In recent decades, Indonesia is increasingly being considered as one of South-East Asia's high-performing and newly-industrializing economies so much so that it has found a place in a new group of high-growth economies termed as 'MINT' (Mexico, Indonesia, Nigeria, Turkey) economies — an acronym coined by Goldman Sachs on the lines of the BRICs economies. The key macroeconomic data on GDP growth rate shows strong performance of the Indonesian economy over the last decade. Indonesia's economy grew at a scorching pace during the 1980s and 1990s. However, post the 1998 Asian financial crisis, its GDP registered a negative growth rate.

Since then, Indonesian economy has put itself back on track through a number of economic policy measures aimed at ensuring macroeconomic growth and stability. Particularly, from 2004 onwards, the Indonesian economy has experienced stable growth rates of over 5%, which are amongst the highest in Asia. Steady economic growth with rising per capita incomes has translated into high disposable income in the hands of the consumer. For instance, Indonesia's per capita GDP measured in current US\$ almost tripled during the period 2005 to 2017, registering a high CAGR of 9.2% during the period 2005–2018. This is expected to spur domestic consumption even further with increased demand for imported commodities.

As estimated by the World Bank, Indonesia's economic growth decelerated marginally to 5% in the third quarter of 2019 from 5.1% in the second quarter of 2019. This moderation in growth rate is attributed to slowing down of domestic drivers of growth, including weakening of domestic demand and fixed investment growth, coupled with stagnant exports.

Indonesia's economic structure has remained consistent over a period of time, with the share of agriculture, industry and services remaining almost unchanged over the period 2015–17. The services sector is the major economic sector in Indonesia, contributing to over 45% of the country's GDP in 2017. This is followed by the industrial sector and agriculture sector, including forestry and fishery, accounting for 41% and 14% of the country's GDP, respectively. Major industrial sectors in Indonesia include oil and gas, mining, textiles plywood, rubber and chemical fertilisers. The higher share of manufacturing activity signals Indonesia's attractiveness as a manufacturing base. Also, the lower share of professional services, information technology, etc., offers significant scope for exports.

The Government of Indonesia has announced various economic stimulus measures to mitigate the impact of the COVID-19 pandemic on the country's economy. This includes an allocation of

Rp70.1 trillion as tax incentives and credit for businesses. Specific measures include the following:

- ❑ Deferment of import tax payments for six months in 19 manufacturing sectors
- ❑ Acceleration of VAT refunds in 19 manufacturing sectors
- ❑ Reduction in corporate income tax will 25% to 22%
- ❑ Delay in debt payments by six months for micro loan credit for businesses affected by COVID-19
- ❑ Exemption from income tax payment for six months for workers in the manufacturing sector with incomes below Rp200 million per year

Additionally, a budgetary allocation of Rp150 trillion has been announced by the Indonesian government towards an economic recovery programme, which comprises credit restructuring and financing for small and medium businesses. This includes credit relaxation for loans below Rp10 billion for business purposes (applicable for loans provided by both banks as well as by non-bank financial industry), along with reduction in interest payments and delay repayments for up to one year). Some of the non-fiscal measures introduced are as follows:

- ❑ Reduction on import restrictions on 749 HS codes, including in the fisheries and forestry industries
- ❑ Simplification of import restrictions for raw materials, including steel and alloy steel, as well as several food commodities such as sugar
- ❑ Simplification in regulations on animal, medicine and food imports
- ❑ Acceleration in the import of medical devices and personal protective equipment in the form of exemption from Surveyor Report in the country of origin
- ❑ Temporary ban on the export of antiseptics, and raw materials for masks and personal protective equipment

With an estimated population of around 268 million in 2018, Indonesia is the fourth-most populous nation in the world after China, India and the US. The total population grew at a CAGR of 1.3 % during the period 2000–2018. Over the past two decades, the country has been experiencing high levels of urbanization. According to the World Bank, the urban population in Indonesia increased from 89 million in 2000 to around 148 million in 2018, registering a CAGR of 2.9% during the period 2000–18. This pace of Indonesia’s urbanization is comparable to China (3.4%) and India (2.6%), which figure amongst the rapidly-growing urban economies of Asia. These urbanisation trends have resulted in over half of Indonesia’s total population (55.3%) residing in urban areas. By the year 2050, the United Nations Population Division projects that two-thirds of the country’s population will reside in urban areas. With cities being the engines of industrialisation and economic growth, these urbanization prospects offer increased opportunities for business and investment in infrastructure, consumer goods, retail, financial services, etc.

Indonesia has a relatively young population with 94% of its population in the age group of under 65 years. Its population in the age bracket of 65 years and more grew the fastest amongst the three age categories, at a CAGR of 2.6% during the period 2000 to 2018. The working age

population (15–64 years) constitutes 68% of the total population and this age category registered a CAGR of 1.6% from 2000 to 2018. The share of 0–14 years has reduced from 30% in 2000 to 27% in 2018, recording a growth of -1.3%. It is projected by the United Nations that the working age population in the age group of 15–64 years will continue to be on the rise. Also, the working age population in the age bracket of 30–64 years will increase rapidly as compared to the younger segment of the working age population in the age bracket of 15–29 years. The fastest growth of all will be in the elderly population of those aged 65 and above; the increasing numbers of the elderly population is bound to translate into increased demand for healthcare, pensions, etc. Also, the increasing working age population implies growing demand for new skills/skill upgradation.

In the World Bank's *Doing Business 2020* report, Indonesia ranking remained at 73 out of 190 countries when compared with its 2019 ranking. The World Bank has highlighted Indonesia's rigid employment and minimum wage regulations as the primary reason for its unchanged ranking. Although Indonesia has made considerable progress in several areas measured by various indicators across the entire lifecycle of business operations over the last few years, there exists considerable scope for several reforms to be undertaken by Indonesian policymakers to make the business environment more investor friendly.

Given this strategic context, CII has prepared this detailed report on Indonesia's import profile providing in-depth insights into Indonesia's import basket. In addition to painting a holistic picture of Indonesia's macroeconomic and socio-economic landscape, this report highlights specific sectors that hold exports potential for Indian businesses by carrying out an exhaustive analysis resulting in a shortlist of products that hold potential for Indian businesses to export to the country.

This report comes at a time when the world is passing through a challenging period due to the spread of COVID-19. With investment activity being completely stalled at the moment and demand for FDI significantly impacted given the global moratorium on travel, this immediately calls for scouting for export opportunities for Indian businesses. Moreover, the COVID-19 outbreak has resulted in supply disruptions particularly from China. According to the UNCTAD report on *Global Trade Impact of COVID-19 Epidemic*, about 20% of global trade in manufacturing intermediate products originated in China (up from 4% in 2002), thus making it the main supplier of intermediate inputs for manufacturing companies abroad. This reduction in Chinese imports of commodities offers opportunities for Indian exporters to step up and fill in the gaps created by disruption in China's exports.

In light of this, this report aims to facilitate identification of products offer significant opportunities to Indian companies for exports to Indonesia. It attempts to lay down a clear framework for unlocking business potential for Indian exporters.

2. Top Imports, CAGR and Countries

A prominent ASEAN nation, foreign trade has played a relatively limited role in determining Indonesia's economic growth. Although trade as a percentage of the country's GDP has risen slowly and steadily, doubling from 24% in 1960 to 43% in 2018, its role as a determinant of economic growth is still restricted when compared to its ASEAN peers Malaysia, Vietnam and Thailand. According to the World Bank, in 2018, Indonesia's imports of goods and services as a percentage of GDP was 22% whereas exports of goods and services as a percentage of GDP was 21%, thus pointing to the limited openness of the economy to international trade.

The key aim of this report is to undertake a comprehensive analysis of the country's import basket with the objective of highlighting the country's export potential for Indian industry. As a starting point for this analysis, the table below provides a list of the top 25 products imported by Indonesia over the period 2014–18, and the imports' compound annual growth rate (CAGR).

TABLE 1: INDONESIA TOP 25 IMPORTS AND IMPORTS' CAGR (in US\$ million)

S. No.	HS CODES	PRODUCT	2014	2015	2016	2017	2018	IMPORTS' CAGR
1.	271012	Light oils and preparations, of petroleum or bituminous minerals which \geq 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)	16,428	9,167	6,773	9,265	11,071	-9%
2.	270900	Petroleum oils and oils obtained from bituminous minerals, crude	13,072	8,063	6,731	7,064	9,161	-9%
3.	271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.	10,289	4,841	3,168	4,854	6,073	-12%
4.	851770	Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.	730	1,453	2,872	3,512	4,169	55%
5.	100199	Wheat and meslin (excluding seed for sowing, and durum wheat)	2,349	2,045	2,323	2,637	2,571	2%
6.	710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form)	19	702	829	1,026	2,126	224%
7.	230400	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil	2,195	1,814	1,574	1,642	2,045	-2%
8.	170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter (excluding cane sugar of 1701 13)	1,261	1,227	1,994	2,018	1,755	9%

9.	271112	Propane, liquefied	1,409	937	753	1,275	1,531	2%
10.	271113	Butanes, liquefied (excluding of a purity of >= 95% of N-butane or isobutane)	1,608	1,069	913	1,431	1,504	-2%
11.	520100	Cotton, neither carded nor combed	1,401	1,088	1,087	1,325	1,442	1%
12.	852990	Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds)	1,091	840	743	980	1,236	3%
13.	120190	Soya beans, whether or not broken (excluding seed for sowing)	1,177	1,034	959	1,151	1,103	-2%
14.	847130	Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units)	1,212	1,018	778	957	1,052	-3%
15.	842952	Self-propelled mechanical shovels, excavators and shovel loaders, with a 360° revolving superstructure	419	214	275	674	986	24%
16.	310420	Potassium chloride for use as fertiliser (excluding that in tablets or similar forms, or in packages with a gross weight of <= 10 kg)	891	923	700	794	974	2%
17.	870840	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.	517	407	546	725	957	17%
18.	870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.	881	865	813	867	925	1%
19.	870410	Dumpers for off-highway use	251	204	126	514	913	38%

20.	720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)	744	245	193	492	902	5%
21.	390210	Polypropylene, in primary forms	1,000	744	758	855	893	-3%
22.	851762	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)	674	460	428	522	891	7%
23.	290243	P-Xylene	1,172	758	422	689	890	-7%
24.	100630	Semi-milled or wholly milled rice, whether or not polished or glazed	240	201	403	0	870	38%
25.	270112	Bituminous coal, whether or not pulverised, non-agglomerated	265	263	276	539	802	32%

Source: ITC Trade Map; MFS Analysis

In value terms, crude oil and its derivatives account for Indonesia's top three imports, though they are exhibiting a declining imports' CAGR; this could be owing to an increase in domestic refining capacity, or, a slowdown or stagnation in demand. Another product category that has a strong negative imports' CAGR is para-xylene, a compound used to manufacture industrial chemicals. Most other products in Indonesia's top 25 import basket either have a slightly negative imports' CAGR or exhibit steady import growth, especially unwrought gold at 224%.

The analysis below provides a list of top exporters for each of the top 25 products so as to provide a comprehensive overview of Indonesia's import profile. The analysis below also examines India's exports of these products to Indonesia (if any), and the preferential and MFN tariffs levied by Indonesia. It is hoped that the analysis below can highlight some instances where Indian industry can increase its share in the Indonesian imports' basket by undertaking focussed exports projects.

TABLE 2: TOP 5 EXPORTING COUNTRIES, INDIA'S EXPORTS AND RANK, TARIFF LEVIED (for 2018)

HS CODE 271012: Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Singapore	7,572	US\$ 1.5 million (16)	0.0%

2.	Saudi Arabia	836		
3.	Malaysia	774		
4.	Korea	761		
5.	Qatar	471		

Sources: ITC Trade Map; WTO

Unlike other ASEAN countries analysed so far, India is ranked low as a source market for Indonesia for HS Code 271012, its top-ranked import item. So, even though the imports' CAGR for the period 2014–18 is negative at -9%, Indian industry is well-placed to increase its share of this import category. The primary reason for this is India's global ranking as the sixth-largest source market for HS Code 271012, with exports worth US\$ 14,740 million in 2018. India's refining prowess is acknowledged globally and this heft is not reflected in the table above. The products that fall under this category are aviation turbine fuel (ATF), naphtha, petrol and kerosene.

Even as a source market for Indonesia for this product category, Indian exports have been seeing over the last few years, from US\$ 367 million in 2014, falling to US\$ 59 million the following year, falling further to US\$ 1.8 million dollars in 2016, up to US\$ 127 million in 2017 and then a steep fall to US\$ 1.5 million in 2018. See *list of Indonesian importers of HS Code 271012 in Annexure 1.*

(for 2018)

HS CODE 270900: Petroleum oils and oils obtained from bituminous minerals, crude				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Saudi Arabia	2,718	-	0.0%
2.	Nigeria	2,375		
3.	Angola	683		
4.	Australia	629		
5.	Malaysia	485		

Sources: ITC Trade Map; WTO

An OPEC member until November 2016, Indonesia is now a net importer of crude oil, though its imports' CAGR at -9% for the period 2014–18 indicates slowing demand. Though India is one of the largest crude oil refiners in the world and is a major exporter of refined petroleum products, it has no resources of petroleum oil and has, therefore, no exports of this product category either to Indonesia or globally. See *list of Indonesian importers of HS Code 270900 in Annexure 2.*

(for 2018)

HS CODE 271019: Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Singapore	3,825	US\$ 100 million (6)	0.94% (MFN applied rate is 1.3%)
2.	Malaysia	1,054		

3.	Korea	575		
4.	China	157		
5.	Qatar	135		

Sources: ITC Trade Map; WTO

This product category (diesel, light diesel oil, fuel oil and bunker oil) exhibits an even lower imports' CAGR at -12% for 2014–18; there is, however, potential for India to increase exports and bridge the gap with the leading source markets. A preferential tariff rate of 0.94% on Indian imports is an advantage. Globally, too, India is ranked high at no. 5, with exports worth US\$ 32,004 million in 2018. In fact, in Indonesia's neighbourhood, India exports much-larger quantities of this product category to countries such as Singapore (exports of US\$ 5,081 million in 2018) and Malaysia (exports of US\$ 2,076 million) in 2018. Therefore, given Indian refiners' global competency in this product category, a greater emphasis on tapping the Indonesian market would be in order. *See list of Indonesian importers of HS Code 271019 in Annexure 1.*

(for 2018)

HS CODE 851770: Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	2,866	US\$ 3.3 million (18)	0.0%
2.	Hong Kong, China	522		
3.	Vietnam	304		
4.	Malaysia	149		
5.	Singapore	135		

Sources: ITC Trade Map; WTO

From the perspective of imports' CAGR, at 55%, the Indonesian market for HS Code 851770 exhibits very strong potential. However, as in other electronics' product categories, India has yet to find its niche or growth model for this sector. India is ranked much lower globally as an exporter at no. 25, though a sliver of opportunity for growth can be found in its global export numbers, which increased from US\$ 33 million in 2015 to US\$ 232 million in 2018. A substantial chunk of these exports in 2018 were sent to Hong Kong (US\$ 49 million), the US (US\$ 48 million), China (US\$ 27 million), the Netherlands (US\$ 20 million) and the UAE (US\$ 11 million). While these numbers are nowhere close to what leading source markets are supplying to Indonesia, they do point to the fact that India's exports of HS Code 851770 to certain countries is much higher than the US\$ 3.3 million to Indonesia, or also to other ASEAN countries, and, therefore, focussed efforts to increase exports of this product category to the ASEAN region may yield some positive results in coming years. *See list of Indonesian importers of HS Code 851770 in Annexure 3.*

(for 2018)

HS CODE 100199: Wheat and meslin (excluding seed for sowing, and durum wheat)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Australia	639	–	3.0%

2.	Ukraine	578		
3.	Canada	571		
4.	Russia	291		
5.	USA	235		

Sources: ITC Trade Map; WTO

Though India is the second-largest wheat producing country in the world, domestic requirements mean low exports; therefore, India does not figure as a source country for HS Code 100199 for Indonesia. As a source market, India's last substantive consignment of wheat and meslin to Indonesia was in 2014, when Indonesia imported US\$ 88 million worth of this product category from India. Globally too, India is ranked low at 30 with exports falling from US\$ 152 million in 2015 to US\$ 46 million in 2018. See list of Indonesian importers of HS Code 100199 in Annexure 4.

(for 2018)

HS CODE 710812: Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Singapore	820	–	2.5%
2.	Hong Kong, China	392		
3.	Japan	296		
4.	Switzerland	203		
5.	Australia	147		

Sources: ITC Trade Map; WTO

Exhibiting a stupendous imports' CAGR of 224% for 2014–18, the import demand for unwrought gold in Indonesia has shot up from a mere US\$ 19,000 in 2014 to US\$ 2,126 million in 2018. However, Indian exports of this product category are non-existent as India is a net importer of gold. There is, therefore, no export opportunity in this product category. See list of Indonesian importers of HS Code 710812 in Annexure 5.

(for 2018)

HS CODE 230400: Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Argentina	1,104	US\$ 5.9 million (5)	0% (MFN applied rate is 2.5%)
2.	Brazil	724		
3.	USA	116		
4.	Paraguay	85		
5.	India	5.9		

Sources: ITC Trade Map; WTO

Though Indonesia has a negative imports' CAGR of -2% for 2014–18, India does have the opportunity to increase its share in Indonesia's imports of HS Code 230400. It is currently ranked no. 5, but there is a substantial gap between India and Paraguay, which is ranked 4. The

gap is substantial and Indian companies should take advantage of the preferential tariff rate of 0%, as opposed to the 2.5% MFN applied rate, as also of geographical proximity to Indonesia (in fact, the top four source markets for Indonesia for HS Code 230400 are all in the Americas). Globally, too, India is ranked high at no. 6, with exports worth US\$ 884 million in 2018 to Bangladesh (US\$ 110 million), the US (US\$ 108 million) and Iran (US\$ 96 million). *See list of Indonesian importers of HS Code 230400 in Annexure 6.*

(for 2018)

HS CODE 170114: Raw cane sugar, in solid form, not containing added flavouring or colouring matter (excluding cane sugar of 1701 13)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Thailand	1,415	–	–
2.	Australia	314		
3.	Brazil	24		

Sources: ITC Trade Map; WTO

Indonesia has a strong imports' CAGR of 9% for 2014–18 for HS Code 170114, but has a very limited sourcing portfolio for this product category, largely limited to the three countries shown in the table above. Though India does not have exports of this product category to Indonesia, globally India is ranked very high at no. 3 with exports worth US\$ 376 million in 2019 to Iran (US\$ 174 million), Bangladesh (US\$ 117 million) and Malaysia (US\$ 40 million). *See list of Indonesian importers of HS Code 170114 in Annexure 7.*

(for 2018)

HS CODE 271112: Propane, liquefied

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	USA	475	–	0% (MFN applied rate is 5.0%)
2.	UAE	365		
3.	Qatar	329		
4.	Iran	179		
5.	Kuwait	58		

Sources: ITC Trade Map; WTO

Though Indonesia offers India a preferential tariff of 0% on HS Code 271112 and the product category exhibits an imports' CAGR of 2% for 2014–18, there is no potential at all for exports in this category as India is a net importer of HS Code 271112. *See list of Indonesian importers of HS Code 271112 in Annexure 8.*

(for 2018)

HS CODE 271113: Butanes, liquefied (excluding of a purity of >= 95% of N-butane or isobutane)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	USA	463	–	0% (MFN applied rate is 5.0%)
2.	UAE	359		

3.	Qatar	312		
4.	Iran	177		
5.	Kuwait	56		

Sources: ITC Trade Map; WTO

As in the case of the previous product category, here too Indonesia offers a preferential tariff of 0%; however, as India is a net importers of HS Code 271113, there is no potential for exports and, therefore, the preferential tariff has little practical relevance. *See list of Indonesian importers of HS Code 271113 in Annexure 9.*

(for 2018)

HS CODE 520100: Cotton, neither carded nor combed				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	USA	638	US\$ 106 million (4)	0.0%
2.	Brazil	330		
3.	Australia	116		
4.	India	106		
5.	Argentina	43		

Sources: ITC Trade Map; WTO

India is already a major source market for HS Code 520100 for Indonesia. A tepid imports' CAGR of 1% for 2014–18, however, implies very little prospects for growth per se. The only scope for improvement here is to garner a larger share of Indonesia's imports of this product category to close the immense gap between India and the top three source countries for this product category. Even globally, India is ranked very high at no. 2 with exports worth US\$ 2,231 million in 2018. *See list of Indonesian importers of HS Code 520100 in Annexure 10.*

(for 2018)

HS CODE 852990: Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds)				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	820	US\$ 1.4 million (14)	0.0%
2.	Korea	92		
3.	Taipei, Chinese	79		
4.	Vietnam	64		
5.	Japan	37		

Sources: ITC Trade Map; WTO

India's exports of HS Code 852990 to Indonesia showed a sudden uptick in 2018, up from US\$ 0.2 million in 2017, and this helped India achieve a rank of 14, which is high considering India's performance as an exporter of electronics goods. India's global ranking of 32 for this product category is more in keeping with the performance in this sector; in fact, global exports by India of HS Code 852990 have fallen during the period under consideration, from US\$ 126 million in

2016 to US\$ 92 million in 2018. Indonesia's imports' CAGR of 3% for 2014–18 for this product category indicates a low and steady imports' demand. India, having broken into the top 15 source markets list, should endeavour to increase exports and move into the top 10 list of source markets for HS Code 852990 in Indonesia. *See list of Indonesian importers of HS Code 852990 in Annexure 11.*

(for 2018)

HS CODE 120190: Soya beans, whether or not broken (excluding seed for sowing)				
<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> (rank)	<u>TARIFF</u>
1.	USA	1,072	–	0.0%
2.	Canada	24		
3.	Malaysia	6		
4.	New Zealand	0.2		
5.	France	0.08		

Sources: ITC Trade Map; WTO

Though India is a major soya bean cultivating country, it does not feature as a source country for Indonesia for soya beans. Moreover, with an imports' CAGR of -2% 2014–18, this product category is perhaps not a priority commodity for exports to Indonesia. However, there is a colossal gap between the no. 1 source country and the rest; therefore, if there is any potential, it lies in bridging this gap.

Also, India does feature as an exporter of HS Code 120190 globally — it was ranked at 16 as source market for soya beans in 2019 with exports worth US\$ 62 million to the US (US\$ 33 million), Canada (US\$ 13 million) and Belgium (US\$ 11 million).

(for 2018)

HS CODE 847130: Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units)				
<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> (rank)	<u>TARIFF</u>
1.	China	1,029	–	0.0%
2.	Singapore	16		
3.	Hong Kong, China	1.8		
4.	Japan	1.4		
5.	Taipei, Chinese	1.3		

Sources: ITC Trade Map; WTO

Indonesia has a negative imports' CAGR of -3% for the period 2014 to 2018 for this product category. India is currently not an exporter of HS Code 847130 to Indonesia and even on the global level, India's exports of this product category are very low; India ranked 38 with exports worth US\$ 38 million in 2019. There is, therefore, no potential at the moment for pursuing export projects for this product category. *See list of Indonesian importers of HS Code 847130 in Annexure 12.*

(for 2018)
HS CODE 842952: Self-propelled mechanical shovels, excavators and shovel loaders, with a 360° revolving superstructure

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> <i>(rank)</i>	<u>TARIFF</u>
1.	Thailand	278	US\$ 5.9 million (8)	5% (MFN applied rate is 10.0%)
2.	China	259		
3.	Japan	224		
4.	Korea	153		
5.	Singapore	26		

Sources: ITC Trade Map; WTO

This product category is one of the few where India has an opportunity to substantially increase exports to Indonesia. A substantial imports' CAGR of 24% for 2014–18, current rank of 8 as source country and a preferential tariff of 5% all render HS Code 842952 as an attractive product category for increasing exports. Globally, India ranked 19 in 2019, with exports worth US\$ 125 million, largely to Nepal (US\$ 44 million), Bangladesh (US\$ 10 million) and the Philippines (US\$ 8.1 million). *See list of Indonesian importers of HS Code 842952 in Annexure 13.*

(for 2018)
HS CODE 310420: Potassium chloride for use as fertiliser (excluding that in tablets or similar forms, or in packages with a gross weight of <= 10 kg)

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> <i>(rank)</i>	<u>TARIFF</u>
1.	Canada	361	US\$ 0.2 million (17)	0.0%
2.	Russia	217		
3.	Belarus	204		
4.	Jordan	55		
5.	Uzbekistan	47		

Sources: ITC Trade Map; WTO

India is not an exporter of this product category and this is reflected in its minuscule exports worth US\$ 0.2 million to Indonesia in 2018. Globally, India is ranked 30 with exports worth a mere US\$ 2.1 million in 2019. Therefore, the current position, along with a tepid imports' CAGR of 2% for 2014–18, renders this product category as a low priority for exports at the moment. *See list of Indonesian importers of HS Code 310420 in Annexure 14.*

(for 2018)
HS CODE 870840: Gear boxes and parts thereof, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> <i>(rank)</i>	<u>TARIFF</u>
1.	Japan	743	US\$ 4 million (9)	5% (MFN applied rate is 10.0%)
2.	Vietnam	64		
3.	Thailand	53		
4.	The Philippines	34		

5.	China	18	
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Sources: ITC Trade Map; WTO

This is another product category that holds out immense opportunity for India to increase exports given its strong imports' CAGR of 17% for 2014–18, current ranking of 9 and a preferential tariff rate for India. Moreover, in this product category, India's exports to Indonesia have shown a jump from US\$ 1.4 million in 2017 to US\$ 4 million in 2018. As with HS Code 842952, here too India's performance vis-à-vis Indonesia far outpaces its global exports — India had a global rank of 24 with exports worth US\$ 411 million in 2019. *See list of Indonesian importers of HS Code 870840 in Annexure 15.*

(for 2018)

HS CODE 870899: Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Japan	341	US\$ 36.1 million (5)	5% (MFN applied rate is 10.0%)
2.	Thailand	309		
3.	China	56		
4.	USA	36.3		
5.	India	36.1		

Sources: ITC Trade Map; WTO

Though Indonesia has a very low imports' CAGR of 1% for the period 2014–18, HS Code 870899 holds potential for India to improve upon its ranking as the no. 5 source country for this product category, particularly given the preferential tariff rate. However, a disconcerting trend is the falling value of exports — Indian exports of HS Code 870899 have fallen from US\$ 53 million in 2014, to US\$ 41 million in 2016 and US\$ 36.1 million in 2018. Therefore, further analysis should be undertaken to ascertain the reason for declining exports in spite of a preferential tariff rate and to focus on bridging the gap with top source countries. In fact, globally too, India is ranked high at 10 with exports worth US\$ 2,663 million in 2019. This points to the fact that the potential for increasing exports of HS Code 870899 to Indonesia is there, but targetted efforts are required to increase exports. *See list of Indonesian importers of HS Code 870899 in Annexure 16.*

(for 2018)

HS CODE 870410: Dumpers for off-highway use

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Japan	422	US\$ 250 million (2)	3.08% (MFN applied rate is 20.4%)
2.	India	250		
3.	Sweden	78		
4.	United Kingdom	60		
5.	China	33		

Sources: ITC Trade Map; WTO

Given the current rank of the no. 2 source country, a stupendous imports' GAGR of 38% for 2014–18 and a preferential tariff rate of 3.08%, this product category perhaps offers the best-possible opportunity for India to increase its share in Indonesia's imports of this product category. Globally, too, India is ranked high at no. 5 with exports worth US\$ 505 million in 2018. *See list of Indonesian importers of HS Code 870410 in Annexure 13.*

(for 2018)

HS CODE 720449: Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Australia	183	US\$ 1,09,000 (38)	0.0%
2.	USA	164		
3.	United Kingdom	134		
4.	Singapore	84		
5.	Hong Kong, China	70		

Sources: ITC Trade Map; WTO

India ranks abysmally low, both for Indonesia (38) and globally (97), on exports of HS Code 720449; one reason for this could be the substantial market for this product category domestically, which renders exports redundant. Though Indonesia had a steady imports' CAGR of 5% for this product category for 2014–18, there appears to be little scope for increasing exports given the low level of exports currently. *See list of Indonesian importers of HS Code 720449 in Annexure 17.*

(for 2018)

HS CODE 390210: Polypropylene, in primary forms

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Thailand	203	US\$ 26 million (8)	8% (MFN applied rate is 10.0%)
2.	Saudi Arabia	189		
3.	Singapore	156		
4.	Malaysia	60		
5.	The Philippines	59		

Sources: ITC Trade Map; WTO

Though this product category had a negative imports CAGR of -3% for 2014–18, there is perhaps an opportunity for India to increase its share and improving upon its ranking as a source country for HS Code 390210 for Indonesia. India's exports of this product category to Indonesia touched a high of US\$ 62 million in 2014 and have since then been falling, to US\$ 35 million in 2015, to US\$ 17 million in 2017 and then a slight uptick to US\$ 26 million in 2018. Globally too, India is a strong exporter of HS Code 390210 with a rank of no. 7 and exports worth US\$ 864

million in 2018. Therefore, focussed projects for increasing exports of this product category to Indonesia should be considered by Indian industry. *See list of Indonesian importers of HS Code 390210 in Annexure 18.*

(for 2018)

HS CODE 851762: Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	400	US\$ 0.8 million (30)	0.63% (MFN applied rate is 1.9%)
2.	Singapore	135		
3.	USA	59		
4.	Sweden	39		
5.	Japan	35		

Sources: ITC Trade Map; WTO

India's exports of HS Code 851762 to Indonesia during the period 2014 to 2018 have swung widely, holding out hope and being a cause for desperation — exports went from US\$ 7.4 million in 2014 to US\$ 4 million 2016, rose to US\$ 12 million in 2017 and then plummeted again to US\$ 0.8 million in 2018. Therefore, in spite of an imports' CAGR of 7% for 2014–18 and a preferential tariff rate, there appears scant possibility for India to increase exports of HS Code 851762 to Indonesia. A further study could be undertaken to examine the inexplicable ups-and-downs in India's exports to Indonesia of this product category. While ranked fairly low at 28 globally, Indian exports have shown some potential on the world stage, with exports rising steadily from US\$ 168 million (2015), US\$ 182 million (2016), US\$ 423 million (2017) and US\$ 627 million (2018), unlike the see-saw in exports to Indonesia. *See list of Indonesian importers of HS Code 851762 in Annexure 19.*

(for 2018)

HS CODE 290243: P-Xylene

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Singapore	494	US\$ 297 million (2)	0.0%
2.	India	297		
3.	Thailand	88		
4.	Korea	9.9		

Sources: ITC Trade Map; WTO

Though India is a very strong player, both with regard to Indonesia and globally, in exports of HS Code 290243, there appears little incentive for increasing exports of this product category to Indonesia given the strongly-negative imports' CAGR of -7% during 2014–18. The only incentive is perhaps aiming to increase the share of imports and bridge the gap with Singapore. India's exports of HS Code 290243 to Indonesia were US\$ 366 million in 2014 and efforts to achieve that level could be made in the effort to bridge the gap with the no. 1 source country.

Globally, India is ranked 3 with exports worth US\$ 2,583 million in 2018. *See list of Indonesian importers of HS Code 290243 in Annexure 20.*

(for 2018)

HS CODE 100630: Semi-milled or wholly milled rice, whether or not polished or glazed				
<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> (rank)	<u>TARIFF</u>
1.	Vietnam	358	US\$ 87 million (4)	–
2.	Thailand	333		
3.	Pakistan	90		
4.	India	87		

Sources: ITC Trade Map; WTO

In the food and agri sector, this product category offers immense scope for India to increase exports given the soaring imports' CAGR of 38% for 2014–18 and India's current ranking. India as a source country for HS Code 100630 for Indonesia appears to be a recent occurrence as India's exports of this commodity have varied from US\$ 0.27 million in 2014, to US\$ 39,000 in 2015, to US\$ 0.12 million in 2016, nil in 2017 and then a sharp upward spike to touch US\$ 87 million in 2018. Globally, India is ranked at the no. 1 exporter of HS Code 100630 with exports worth US\$ 6,909 million in 2019. *See list of Indonesian importers of HS Code 100630 in Annexure 21.*

(for 2018)

HS CODE 270112: Bituminous coal, whether or not pulverised, non-agglomerated				
<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> (rank)	<u>TARIFF</u>
1.	Australia	645	–	0.0%
2.	Russia	101		
3.	China	52		
4.	South Africa	1.2		
5.	Thailand	0.5		

Sources: ITC Trade Map; WTO

Though Indonesia has a high imports' CAGR of 32% for HS Code 270112 for the period 2014 to 2018, India does not have any track record of exports of this product category. Therefore, there appears to be scarce opportunity for India to consider exports of HS Code 270112. In fact, India is a net importer of this product and, therefore, its exports are non-existent. *See list of Indonesian importers of HS Code 270112 in Annexure 22.*

3. Balance of Trade, Product-Wise

Analysing the balance of trade (BoT) indicates the attractiveness of a market from the perspective of participation in trade fairs. For the purposes of this report, the BoT is calculated at the product level, rather than for the country per se; such an analysis indicates if a particular product is being imported for domestic consumption, or whether it is being imported to enable re-exports after either value-addition or to take advantage of FTAs.

Typically, a market with a negative BoT is one where the product is being consumed domestically and, hence, Indian companies should attend B2C trade fairs in Indonesia for these products; on the other hand, attendance in B2B trade fairs is recommended for products wherein Indonesia has a positive BoT. The BoT for the top 25 products imported by Indonesia is as follows:

TABLE 3: BALANCE OF TRADE FOR TOP IMPORTS OF INDONESIA (in US\$ '000)

<u>S. No.</u>	<u>HS CODES</u>	<u>PRODUCT</u>	<u>BALANCE OF TRADE IN 2018</u>
1.	271012	Light oils and preparations, of petroleum or bituminous minerals which \geq 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)	-10,974,388
2.	270900	Petroleum oils and oils obtained from bituminous minerals, crude	91,61,335
3.	271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.	-5,252,671
4.	851770	Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.	-4,104,439
5.	100199	Wheat and meslin (excluding seed for sowing, and durum wheat)	-2,570,411
6.	710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form)	-93,352
7.	230400	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil	-20,45,237
8.	170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter (excluding cane sugar of 170113)	-1,754,854
9.	271112	Propane, liquefied	-1,530,164
10.	271113	Butanes, liquefied (excluding of a purity of \geq 95% of N-butane or isobutane)	-1,504,363
11.	520100	Cotton, neither carded nor combed	-1,440,140
12.	852990	Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds)	-1,067,420
13.	120190	Soya beans, whether or not broken (excluding seed for sowing)	-1,102,635
14.	847130	Data-processing machines, automatic, portable, weighing \leq 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units)	-1,049,245
15.	842952	Self-propelled mechanical shovels, excavators and shovel loaders, with a 360° revolving superstructure	-772,729
16.	310420	Potassium chloride for use as fertiliser (excluding that in tablets or similar forms, or in packages with a gross weight of \leq 10 kg)	-973,471
17.	870840	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.	-276,979
18.	870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.	-556,795
19.	870410	Dumpers for off-highway use	-910,695

S. No.	HS CODES	PRODUCT	BALANCE OF TRADE IN 2018
20.	720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)	-901,478
21.	390210	Polypropylene, in primary forms	-8,41,516
22.	851762	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)	-8,41,049
23.	290243	P-Xylene	-8,67,984
24.	100630	Semi-milled or wholly milled rice, whether or not polished or glazed	-868,614
25.	270112	Bituminous coal, whether or not pulverised, non-agglomerated	57,34,371

Source: ITC Trade Map

If products with a positive BoT are excluded, of the top 25 products imported by Indonesia, there are 23 products that exhibit a negative BoT and, hence, are target for exports by Indian businesses. The following picture emerges for these products when combined with growth in imports' CAGR and India's rank as an export source.

TABLE 4: PRODUCTS WITH MOST POTENTIAL FOR INDIA'S EXPORTS TO INDONESIA

S. No.	HS CODES	NEGATIVE BALANCE OF TRADE IN 2018 (in US\$ '000)	IMPORTS CAGR (%)	INDIA'S RANK AS EXPORT SOURCE
1.	271012	-10,974,388	-9%	16
2.	271019	-5,252,671	-12%	6
3.	851770	-4,104,439	55%	18
4.	100199	-2,570,411	2%	21
5.	710812	-93,352	224%	-
6.	230400	-20,45,237	-2%	5
7.	170114	-1,754,854	9%	-
8.	271112	-1,530,164	2%	-
9.	271113	-1,504,363	-2%	-
10.	520100	-1,440,140	1%	4
11.	852990	-1,067,420	3%	14
12.	120190	-1,102,635	-2%	21
13.	847130	-1,049,245	-3%	34
14.	842952	-772,729	24%	8
15.	310420	-973,471	2%	17
16.	870840	-276,979	17%	9
17.	870899	-556,795	1%	5
18.	870410	-910,695	38%	2
19.	720449	-901,478	5%	38
20.	390210	-8,41,516	-3%	8
21.	851762	-8,41,049	7%	30
22.	290243	-8,67,984	-7%	2
23.	100630	-868,614	38%	4

From the analysis above, there are four products — 842952, 870840, 870410 and 100630 — that offer the best-possible potential for India’s exports to Indonesia. This does not imply that there is no potential in other product categories, but that the maximum potential for India’s exports to Indonesia is in the above-mentioned four products.

4. National Tariff Lines

Each product category contains several sub-categories that are defined at the national tariff line (NTL), which can start at the 8-digit level and go on to 12 digits. The table below lists the NTL customizations, where available, for Indonesia’s top imports. This listing is included to provide greater insight into the micro-composition of Indonesian imports and to enable customizations at the factory level.

TABLE 5: CUSTOMIZATIONS AT NATIONAL TARIFF LINE

HS CODE 271012: Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)			
S. No.	NTL CODE	DESCRIPTION	IMPORTS IN 2018 (in US\$)
1.	2710121300	Motor spirit, of ron 90 and above	16 million
2.	2710122400	Petroleum oils and oils from bituminous minerals, not containing biodiesel, not crude, not waste oils; preparations n.e.c, containing by weight 70% or more of petroleum oils or oils from bituminous minerals; light oils and preparations - Unblended	4,842 million
3.	2710123100	Petroleum oils and oils from bituminous minerals, not containing biodiesel, not crude, not waste oils; preparations n.e.c, containing by weight 70% or more of petroleum oils or oils from bituminous minerals; light oils and preparations - 100 octane	3.4 million
4.	2710124000	White spirit	2.4 million
5.	2710125000	Low aromatic solvents containing by	4.6 million
6.	2710126000	Other solvent spirits	12 million
7.	2710127000	Naphtha, reformat and other preparations	0.5 million
8.	2710128000	Other alfa olefins	1,558 million
HS CODE 270900: Petroleum oils and oils obtained from bituminous minerals, crude			
S. No.	NTL CODE	DESCRIPTION	IMPORTS IN 2018 (in US\$)
1.	2709001000	Crude petroleum oil	8,273 million
2.	2709002000	Condensate	887 million
HS CODE 271019: Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.			
S. No.	NTL CODE	DESCRIPTION	IMPORTS IN 2018 (in US\$)
1.	2710192000	Topped crudes	10 million
2.	2710193000	Carbon black feedstock oil	28 million

3.	2710194100	Lubricating oil basestock	319 million
4.	2710194200	Lubricating oils for aircraft engines	0.3 million
5.	2710194300	Other lubricating oils	186 million
6.	2710194400	Lubricating greases	44 million
7.	2710195000	Hydraulic brake fluid	0.1 million
8.	2710196000	Transformer and circuit breakers oils	17.9 million
9.	2710197100	High speed diesel fuel	3,599 million
10.	2710197200	Other diesel fuel	329 million
11.	2710197900	Other fuel oils	460 million
12.	2710198100	Aviation turbine fuel (jet fuel) having a flash point of 23-c or more	861 million

HS CODE 851770: Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	8517701000	Parts of control and adaptor units incl. gateways, bridges, routers	57 million
2.	8517702100	Parts of cellular telephones	2,870 million
3.	8517702900	Other parts of transmission app, other than radio-broadcasting/television	64 million
4.	8517703100	Other printed circuit boards, assembled for line telephony	432 million
5.	8517703200	Other printed circuit boards, assembled for radio-telephony	3.2 million
6.	8517704000	Antennae of a kind used with apparatus for radio-telephony	14 million

HS CODE 710812: Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form)

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	7108121000	Gold in lumps, ingots or cast bars	2,111 million
2.	7108129000	Gold in other unwrought forms	13 million

HS CODE 852990: Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds)

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	8529904000	Parts of digital cameras/video camera recorders	21 million
2.	8529905100	Other pcb, assembled for goods of subheading 8525.50/8525.60	3.4 million
3.	8529905200	Other pcb, assembled for goods of subhd 8527.(13;19;21,29, 91)	2.4 million
4.	8529905300	Other pcb, assembled for flat panel display of heading 85.28	38 million
5.	8529905400	Other pcb, assembled for TV receivers of heading 85.28	56 million

6.	8529909100	Parts of TV receivers suitable for with the apparatus of hd 85.25 to 8	124 million
7.	8529909400	Parts of flat panel display for use with the apparatus of hd 85.25 to 8	764 million
8.	8529909900	Other parts suitable for use with the apparatus of hd 85.25 to 85.28	56 million

HS CODE 847130: Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units)

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	8471302000	Laptop incl notebooks	1,028 million
2.	8471309000	Oth portable digital automatic data proc mach, weigh not more than 10 k	23 million

HS CODE 870840: Gear boxes and parts thereof, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	8708401100	Gear boxes, unassembled for vehicles of heading 87.03	16 million
2.	8708401300	Gear boxes, unassembled for special	2.4 million
3.	8708401400	Gear boxes, unassembled for vehicles	5,51,000
4.	8708401900	Gear boxes, unassembled for vehicles of head 8701-8702 & 8704	8.2 million
5.	8708402700	Vehicle parts; gear boxes and parts thereof - For vehicles of heading 87.04 or 87.05	85 million
6.	8708402900	Gear boxes, assembled for vehicles of heading 8702 & 8704	23 million
7.	8708409200	Parts of gear boxes and parts thereof	180 million
8.	8708409900	Other parts of gear boxes for vehicles	70 million

HS CODE 870899: Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	8708991100	Unassembled fuel tank; engine bracket for vehicles of heading 87.01	1.3 million
2.	8708991900	Unassembled fuel tank; engine bracket for vehicles of head 87.02; 87.04	86 million
3.	8708992100	Fuel tanks for vehicles transport	6.5 million
4.	8708992400	Vehicle parts and accessories; n.e.c. in heading no. 8708 - Lower half of the fuel tank; fuel caps; filler pipes; filler hose assembly; fuel tank bands	46 million
5.	8708992500	Vehicle parts and accessories; n.e.c. in heading no. 8708 - Other parts	8 million
6.	8708993000	Accelerator, brake or clutch pedals	7 million
7.	8708994000	Battery carriers or trays & brackets	3,30,000
8.	8708995000	Radiator shrouds for vehicles	5,64,000

9.	8708996200	Chassis frames for vehicles	14 million
10.	8708996300	Vehicle parts and accessories; n.e.c. in heading no. 8708 - For vehicles of heading 87.04	4.1 million
11.	8708997000	Other chassis frames or parts	14 million
12.	8708998000	Vehicle parts and accessories; n.e.c. in heading no. 8708 - Other	440 million
13.	8708999100	Other parts and accessories for agri tractors of subhd 8701.10/8701.90	26 million

HS CODE 870410: Dumpers for off-highway use

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	8704101800	Dumper, designed for-off highway, ckd	13.9 million
2.	8704101400	Dumper, designed for-off highway, ckd, g.v.w.	2,26,000
3.	8704103100	Vehicles; dumpers, designed for offhighway use, for transport of goods - g.v.w. not exceeding 5 t	70,000
4.	8704103500	Vehicles; dumpers, designed for off-highway use, for transport of goods - g.v.w. exceeding 24 t but not exceeding 38 t	64 million
5.	8704103600	Vehicles; dumpers, designed for offhighway use, for transport of goods - g.v.w exceeding 38 t, but not exceeding 45 t	35 million
6.	8704103700	Vehicles; dumpers, designed for offhighway use, for transport of goods - g.v.w. exceeding 45 t	788 million

HS CODE 720449: Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	7204490000	Other ferrous waste and scrap	902 million

HS CODE 390210: Polypropylene, in primary forms

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	3902104000	Propylene, other olefin polymers; polypropylene in primary forms - Granules, pellets, beads, flakes, chips and similar forms	743 million

HS CODE 851762: Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
1.	8517621000	Radio transmitters/receivers for simult. Interpretation at multi-lingual	8 million
2.	8517622100	Control & adaptor units, incl. gateways, bridges and routers	197 million
3.	8517622900	Other unit of automatic data process machines other than those of heading 84	97 million

4.	8517623000	Telephonic/telegraphic switching app	44 million
5.	8517624100	Modems including cable modems and modem cards	13 million
6.	8517624200	Concentrators/multiplexers	48 million
7.	8517624900	Other app for carrier-current line system	77 million
8.	8517625100	Wireless LANs	45 million
9.	8517625300	Other transmission apparatus for radio-telephony/radio-telegraphy	123 million
10.	8517626100	Transmission apparatus for radio- telephony/radio-telegraphy	13 million
11.	8517629100	Portable receiver for call, alert/paging	1.6 million
12.	8517629200	Portable receiver for radio-telephony	2.2 million
13.	8517629900	Other portable receivers	203 million

HS CODE 270112: Bituminous coal, whether or not pulverised, non-agglomerated

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2018 (in US\$)</u>
	2701121000	Bituminous coal: coking coal	767 million
	2701129000	Bituminous coal: other than coking coal	34 million

Source: ITC Trade Map

5. Trade Barriers

Indonesia imposes non-tariff measures such as anti-dumping (AD), countervailing (CV), quantitative restrictions (QR), safeguards (SG), technical barriers to trade (TBT), and sanitary and phytosanitary (SPS) measures on trade, in addition to licensing, Customs facilitation and price controls. Select imports to Indonesia that are subject to technical barriers include alcohol beverages, and that are subject to sanitary and phytosanitary barriers include animal-derived products, such as beef, pork and poultry.

A total of 113 barriers to trade are imposed by Indonesia; these are all either in-force or initiated and are shown in a consolidated manner in the table below.

TABLE 6: TRADE BARRIERS IMPOSED BY INDONESIA AS OF DECEMBER 31, 2019

<u>S. No.</u>	<u>TRADE BARRIER</u>	<u>PARTNER AFFECTED</u>	<u>NUMBER OF MEASURES</u>	<u>HS CODES IMPACTED</u>
1.	Export subsidies	All Members	1	1006
2.	Safeguards	All Members	9	6303, 7607, 721061, 722870 etc.
3.	Tariff-rate quotas	All Members	2	040210100, 040221190, 040229190, 040390100, 040500100, 040590100, 1006
4.	Anti-dumping	Bilateral	37	720825, 720826, 720827, 720836, 720837, 720838, 720839, 720890, 7208510000, 7208520000, 11010010, 310230, 390760
5.	Technical barriers to trade	All Members	64	020120, 020130, 020220, 020230, 02031, 02032, 020410,

				02042, 020430, 02044, 020450, 020610, 02062, 02071, 02072, 020890, 160100, 160210, 160220, 16024, 160250, 160290, 940320, 940370, 9503, 690710, 690790, 690810, 690890, 691010, 691090, 691110, 691190, 691200 etc.
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Source: WTO

The specific trade barrier relevant for India is the anti-dumping measure imposed on the import of hot-rolled coils (HS Code 720838), polyester staple fibre (HS code 550320), biaxially-oriented polyethelene (HS Code 3920620000) and wheat flour (HS Code 11010010).

It may be noted from the table above that there are no non-tariff measures imposed by Indonesia on the imports of the top 25 products as identified in Section 2 of this report.

6. Concluding Analysis

A detailed analysis of the top 25 product imports by Indonesia clearly reveals that Indonesia's import profile is significantly different compared to its ASEAN counterpart countries such as Thailand, Vietnam, Myanmar and Malaysia. Of the top 25 product import categories, 15 products fall under three chapters, viz., six codes belong to Chapter 27 (mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes), three codes belong to Chapter 85 (electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such article) and three codes belong to Chapter 87 (vehicles other than railway or tramway rolling stock, and parts and accessories thereof).

While Indonesia's top three imports are from Chapter 27, it is pertinent to note that their imports' CAGR is declining, thus indicating slowing demand for diesel, other petroleum products, etc. Moreover, unlike other ASEAN countries, India is ranked low at 16 as a source market for Indonesia for HS Code 271012, its top-ranked import item. Globally, India is ranked at no. 6 which is not reflected in the case of Indonesia. In this context, another point to be highlighted is that HS Code 270112 (bituminous coal, whether or not pulverised, non-agglomerated) holds no export potential as India itself is a net importer of this product.

Indonesia offers a preferential tariff rate (0% as opposed to MFN applied rate of 5%) to India for HS Codes 271112 (propane, liquefied) and 271113 (butanes, liquefied, excluding of a purity of $\geq 95\%$ of N-butane or isobutane); however, the preferential tariff has little relevance for Indian exporters as India is a net importer of both these codes.

The analysis in Section 2 shows that there are several product categories in which India has substantial exports globally, but it has failed to make inroads in the Indonesian market (HS Code

120190), or that there are certain categories in which India has managed to undertake some value of exports to Indonesia, but which still remain meagre at the global level (HS Code 852990).

Of the products that have high potential are HS Code 842952 (self-propelled mechanical shovels, excavators and shovel loaders, with a 360° revolving superstructure), HS Code 870840 (gear boxes and parts thereof, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.) and HS code 870410 (dumpers for off highway use).

Among top imports that have exhibited a low imports' CAGR, but which yet offer potential is HS Code 870899 (parts and accessories, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.) as there is a preferential tariff rate for India and because of India's global ranking for this product category.

Indonesia does not have pharma in top 25 imports, implying a very strong domestic pharma industry. Also, the ASEAN-India FTA seems to most beneficial for India in terms of trade with Indonesia, rather than other ASEAN countries analysed so far — there are 10 product codes in which India has preferential tariff; all these are mentioned, along with MFN applied rate, in the codes' analysis.

While this report analyses the import profile in detail, it would be prudent to undertake a deep-dive into each potential product for export by studying the historical and current market trends; policies and regulations; market share of companies; price trends; infrastructure; logistics; market drivers of sectoral/product growth; assessment of the growth potential of specific product(s)/services; identification of external business environment challenges; and, an analysis of sectoral developments, evolving policy and regulatory landscape, changing consumer preferences, technology trends, etc., to assess the viability of exporting products that appear to have a steady export demand and market.

ANNEXURE 1

LIST OF INDONESIAN IMPORTERS OF HS CODE 271012 (Light oils and preparations, of petroleum or bituminous minerals which $\geq 90\%$ by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel) **AND 271019** (Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Donggi Senoro Lng, Pt	Tanudji Darmasakti (President)	+62 2157954140; www.donggisenorolng.co.id/
2.	Medco Lng Indonesia, Pt	Ir. Lukman Ahmad Mahfud (President)	+62 2129954000; http://www.medcoenergi.com/
3.	Multikimia Intipelangi, Pt	Shilvy Natalia Lao Tambuwun (President)	+62 2188369999; https://mki.co.id/
4.	Pacific Oil & Gas Indonesia, Pt	Abdul Rifai Natanegara (Managing Director)	+62 213100250; https://www.po-and-g.com/about-us/contact
5.	Panah Tiara, Pt	Robby Mogot (President)	+62 2131922409
6.	Surya Esa Perkasa, Pt Tbk	Garibaldi Thohir (President)	+62 2129885600; https://www.sep.co.id/en/home/

ANNEXURE 2
LIST OF INDONESIAN IMPORTERS OF HS CODE 270900 (Petroleum oils and oils obtained from bituminous minerals, crude)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Angka Teknik Sepadan, Pt	Tan Joe Martin (Director)	+62 218566638; www.angka.co.id/ind/
2.	Bumi Parahyangan Ranhill Energia Citarum, Pt	Achmad Subagdja Adeng (President)	+62 215277002
3.	Cnooc Southeast Sumatra Ltd.	Liu Song (President and General Manager)	+62 215151001
4.	Conoco Philips (Grissik) Ltd	Paul Warwick (Managing Director)	+62 2178541000; http://www.conocophillips.com/
5.	Energy Equity Epic (Sengkang) Pty Ltd	Brian Allen (Acting Managing Director)	+62 215222806
6.	Esso Indonesia Inc	Norris Crownover Jr (General Manager)	+62 212523442
7.	Gasuma Federal Indonesia, Pt	Zulfikar Joesoef (President)	+62 217506824
8.	Inpex Babar Selaru Ltd.	Shunichiro Sugaya (Director)	+62 215700557
9.	Job Pertamina-Indelberg	I.P.N. Bambang Setiawan (Manager Administration)	+62 215220916
10.	Kodeco Energy Company Ltd	Huang Chun Lin (General Manager)	+62 2151512483
11.	Medco E and P Kalimantan, Pt	Lukman Mahfoedz (President)	+62 2183991010; http://www.medcoenergi.com/
12.	Pearl Oil (Ragay) Ltd	Kusmotarto Basuki (Chief Operating Officer)	+62 2175922830
13.	Petrochina International Jabung Ltd	Wei Zhigang (President)	+62 2157945300; www.petrochina.co.id/
14.	Petrojava North Kangean Ltd	Steve Ross (General Manager)	+62 217511720
15.	Total E&P Indonesie	Hardi Pramono (President and General Manager)	+62 215231972; https://www.total.id/

ANNEXURE 3

LIST OF INDONESIAN IMPORTERS OF HS CODE 851770 (Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	ABB Transmission and Distribution, Pt	Hemant Khumar Sharma (President)	+62 2125515555; https://new.abb.com/id
2.	Abdi Bangun Buana, Pt	Murdaya Widyawimarta Poo (President)	+62 2126645060; www.abdibangunbuana.co.id/
3.	Adijaya Mitra Perkasa, Cv		+62 246712448, http://adijayamitra.com/sejarah
4.	Aggreko Energy Services Indonesia, Pt	Andra Darmidjas (President)	+62 217803331; https://www.aggreko.com/en-sg/news/2016/asia-pr/indonesia/aggreko-welcomes-new-depot-in-indonesia
5.	Agrorini, Pt	Rini Mariani Soemarno (President)	+62 215764363
6.	Agung Buana Sentosa, Pt	Slamet Supriyadi (Director)	+62 313550081; www.agungbuanasentosa.com/
7.	Alco Jaya Raya, Pt	Budiyanto Alpi (Director)	+62 778456320
8.	Alita Prayamitra, Pt	Ita Yuliati (President)	+62 2129406750; http://alita.id/
9.	Alsindo Gasindo Corporation, Pt	Susinto Etong (President)	+62 216309788
10.	Altama Surya Arsa, Pt	Oscar Andrew Sutjiadi (Director)	+62 2166690017; http://altamasuryaanugerah.com/
11.	Alvi Bima Putra, Pt		+62 217195301
12.	Amaco Utama, Pt	Najmie Al Joeфри (President)	+62 217206520
13.	Anekabursa Catudaya, Pt	Howard Lityo (President)	+62 215679303
14.	Angkasa Buana Cipta, Pt	Ir. Bambang Winarto (Managing Director)	+62 215727788; http://abnc.co.id/
15.	Anugerah Tirta Sejahtera, Pt		+62 215529383; http://anugrah-tirtamas.co.id/
16.	Apikon Indonesia, Pt	Ernanto Triza (Director)	+62 2153673110; www.apikon.co.id/
17.	Arico Sainsindo Nusantara, Pt	Arif Hariadi (Director)	+62 215806342; www.ptarico.com/
18.	Arkananta Hazardtek Integratama, Pt	Wahyu Prasetyo Adi (Director)	+62 2129046687
19.	Arlisco Anugrah Pratama, Pt	Tikno Sunjoto Handoko (President)	+62 215592351
20.	Arti Duta Aneka Usaha, Pt	Arthur Pelupesy (Director)	+62 315476299
21.	Artimas Kencana Murni, Pt	Edwin Suryadi (Director)	+62 217508143
22.	Arya Sada Gemilang, Pt	Egon Chairul Arifin (Director)	+62 215252282
23.	Asian Arrow, Cv	Robert Lee (Director)	+62 318474726
24.	Asiarep, Pt	Merry Girsang (Director)	+62 215704030
25.	Aska International Indonesia, Pt	Chuji Sato (President)	+62 2189900523

26.	Astina Perma Indah, Pt	Sofian Hadi (Director)	+62 216243425
27.	Atlantika Wisesa, Pt	Jaka Baba (President)	+62 215251685
28.	Baratjaya Sentosa Perkasa, Pt	Andriana Gunawan (President)	+62 542733555
29.	Barcol Nusantara, Pt	Michael Laistinoes (Director)	+62 216348437
30.	Batam Teknik Medan, Ud	Thamsir Sam (Proprietor)	+62 614563845; www.batamteknik.com/contact
31.	Batik Delapan Satu, Pt - Delapan Satu, Pt	Asikin Aliwarga (Director)	+62 215251981
32.	Bayu Tehnik, Cv	Aji Hari Riyadi (Director)	+62 8157712354
33.	Benwin Indonesia, Pt	Hartono Ismawan (Director)	+62 778463067; www.benwinindonesia.com/
34.	Berca Indonesia, Pt Mechanical Electrical Division	Tik Liang Oei (General Manager)	+62 216280900
35.	Berkah Esa Perkasa, Pt	Tjhin Suhendra (President)	+62 2145841326; http://www.berkah-ep.co.id/
36.	Berkah Sarana Teknik, Cv	Desyana Sihombing (Director)	+62 8125893501
37.	Berkat Manunggal Energi, Pt - Bme	Elang Rudyadi (President)	+62 2178848930; https://www.bmepower.com/
38.	Best Energy System, Pt	Harryanto Widodo (Director)	+62 2145846111; https://www.bestenergys.com/
39.	Bina Control Power, Pt	Dewi Fatmawati (Director)	+62 2189956369
40.	Binexcom Interdata, Pt	Tony Beckham (Proprietor)	+62 215649653
41.	Bintang Cosmos, Pt	Christopher Nauli Basa (Director)	+62 617866111
42.	Bintang Laut, Ud	Adi Winarto	+62 315326294
43.	Black Currantindo Sakti, Pt	Tony T Juliasto Suhha (Director)	+62 216340220
44.	Brasasia Consulting Dan Trading, Pt	Didiek Edhie (Director)	+62 2158904755
45.	Bumioloka Tegar Perkasa, Pt	Nanang Hamdani Basnawi (President)	+62 217245149
46.	Cahaya Mas, Pd	Surjadi Sutanto (Director)	+62 2145846977
47.	Cahaya Matahari Prima, Pt	Hendra Kusuma Kargito (President)	+62 216390363; http://ptcmp.co.id/
48.	Cahaya Perkasa, Cv	Sunaryo Wongso (Director)	+62 215503956
49.	Cahaya Sukses, Cv	Mo Hutri (Director)	+62 215601496
50.	Carakamas Intialam, Pt	Andreas Wira (President)	+62 215607952

ANNEXURE 4
LIST OF INDONESIAN IMPORTERS OF HS CODE 100199 (Wheat and meslin, excluding seed for sowing, and durum wheat)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Adib Global Food Supplies, Pt	Jimmy Krismiandi (President)	+62 2122114931; http://www.adibfood.com/
2.	Adibella Nugraha, Pt	Alex Wijaya (Director)	+62 216459206
3.	Adipratama Putra Prima Perkasa, Pd	Siu Fah Wong (President)	+62 216678224
4.	Agrico International, Pt	Ardiansyah Gunawan Tjoe (President)	+62 215901969
5.	Agrinusa Lestari Jaya, Pt	Oey Paul Hadi Winata (Proprietor)	+62 313526523
6.	Alam Jaya, Pd	Tjan Yoek Ka (Proprietor)	+62 216926665
7.	Alam Makmur Sembada, Pt	Suherman Dinata (Director)	+62 2145846368
8.	Alamanda Tjandra, Pt	Tjandra Kusuma (Director)	+62 361240578; www.alamandautama.com/
9.	Alison Agung, Pt	Alinuddin Tandiono (Director)	+62 216294630; http://agungfood.co.id/
10.	Aman Jaya Perdana, Pt	Ronald Wijaya (Director)	+62 721350304
11.	Amerta Indah Otsuka, Pt	Parajugo Gunawan (President)	+62 217697475; www.aio.co.id/id/~
12.	Amy Maju Bersama, Pt	Yunantoro Rakhmandoko (Director)	+62 2122435460
13.	Andira Indonesia, Pt	Peter Burman (President)	+62 217293880; www.andiraagro.com/id
14.	Anugrah Pangan, Cv	Andrew Royce	+62 2132900039
15.	Asia Health Energi Beverages, Pt	Husain Djojonegoro (President)	+62 2179180011
16.	Asia Raya, Pt	Go Hwa Khing (Director)	+62 315913273; https://asiarayafoundry.co.id/
17.	Asveliagracia Pratama, Pt	Emanuel Zebua (President)	+62 215363992
18.	Aus Bali Export Import, Pt - Lazumba	Henny Purnama Boru Tarigan (Director)	+62 3618475660
19.	Bahana Genta Viktory, Pt	Edward Liswanto (Director)	+62 2129229819; www.bahanagv.co.id/
20.	Berdikari Niaga Utama, Pt	Rendy Naseh (Director)	+62 216292508
21.	Berjaya Cosway Indonesia, Pt	Widarto Wirawan (Director)	+62 216508150
22.	Bevos Prima Center, Pt	Krisna Setiawan (Director)	+62 2129518942
23.	Bhumi Alam Lestari, Pt	Andi Cokrosetyo (Director)	+62 614525817
24.	Bintang Terang Abadi, Cv	Putra Imanta Karosekali (Director)	+62 6180019745
25.	Bukit Prima Niaga, Pt	Mohammad Fachri (President)	+62 614145777
26.	Bumi Mustika, Pt	Bambang Mulyono (President)	+62 216904749
27.	Bumi Tirta Pangan Kencana, Pt - Tirta Pangan	Edlan Utama (Director)	+62 2157939877
28.	But Tsam, Limited	Ravi Hurlpaul (Director)	+62 215771330

29.	Canlong Indonesia, Pt	Chen Jiajie (Director)	+62 7786041110
30.	Casindo Global International, Pt	Abdul Hamid (President)	+62 2152891900
31.	Central Proteina Prima, Pt Tbk	Irwan Tirtariyadi (President)	+62 2157851788; https://www.cpp.co.id/
32.	Centranusa Insancemerlang, Pt	Gunawan Chondro (President)	+62 215807575
33.	Cerebos Indonesia, Pt	Koo Nguang Shiah (President)	+62 2145856330
34.	Cipta Niaga, Pt	Eddie M Gunadi (President)	+62 216912823; https://cipta-niaga.com/
35.	Ciracasindo Perdana, Pt	Syarif Hubeis (President)	+62 2187712335
36.	Citra Bonang, Pt	Hedy Kurniawan Wiluan (President)	+62 2165318447
37.	Citra Hexindo, Pt	Diana Hapsari (Commissioner)	+62 215418462
38.	Citra Nata Pramana, Pt	Paulana Pranyatna (Director)	+62 2145854238
39.	Citra Nusa Insan Cemerlang, Pt	Stephanus Abrian Natan (President)	+62 215807575
40.	Classic Fine Foods Indonesia, Pt	Thomas Pellegrini (President and General Manager)	+62 2145848040; www.classicfinefoods.co.id/
41.	Coca-Cola Distribution Indonesia, Pt	Erich Rey (President)	+62 2188322222
42.	Commodities & Energy Resources, Pt	Atim Ato Atun Umatuloh (President)	+62 2157903222
43.	Cv Bintang Baru	Tjipto Amat (Managing Partner)	+62 61570135
44.	Cv Sumber Pertiwi	Hadi Winata (Proprietor)	+62 313557712
45.	Dadap Agro Mandiri, Ud	Darma Gani	+62 2196308521
46.	Dairyfood Internusa, Pt		+62 216611418
47.	Delapan, Cv	Evelyn Hanjaya	+62 3172033978
48.	Delisari Nusantara, Pt	Lucas Kudinar (President)	+62 2165310333
49.	Dexter Trading Ltd	Indira Ketaren (Director)	+62 2174711551
50.	Dian Mas Pratama, Pt	Yoko Hendro Sulistio (President)	+62 215808703

ANNEXURE 5
LIST OF INDONESIAN IMPORTERS OF HS CODE 710812 (Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Adamas Jewellers	Sariwati Luhur (Proprietor)	+62 216915158; https://adamasjewellers.com/
2.	Christin Diamond	Edwin Widodo (Director)	+62 213107580
3.	Christopher Tarigans Concept, Pt	Barmen Tarigan Silangit (Director)	+62 2172789643
4.	Ciptasejati Binamandiri, Pt	Suryakencana C H (Director)	+62 216337511
5.	City Time, Pt	Timmy Juwono (Director)	+62 2163861444
6.	Dee Chan Jewelers	Dave N Topandasani (Director)	+62 213107214
7.	Diagold Jewels	Ingrid Margareta (Director)	+62 2145864399; http://www.diagoldjewels.com/
8.	Elite Sejahtera Pratama International, Pt	Sutarsa Tanu (President)	+62 2131996133
9.	Felice International Limited	Tony Franto (President)	+62 215882301
10.	Florentine Jewelry	Tjioe Tjie Tjin (Director)	+62 317328000
11.	Gfclock Yasa Persada	Anggono Basuki (Proprietor)	+62 2198529616
12.	Golden Eiffel Jewellery	Wijaya Kusnawi	+62 215639040
13.	Graha Pantja Niaga, Pt	Petrus Himawan (Director)	+62 216332001
14.	Herindo Interbuana Watch, Pt	M Hendri (Proprietor)	+62 216329707
15.	IDN Bulion Citra Perkasa, Pt	Tjan Kok Tjin (Director)	+62 213853980
16.	Jay Gee Enterprises, Pt	Nico Moran (President)	+62 213146228; https://jaygee.com.sg/
17.	Kelab Dua Satu Nusantara, Pt	Dian Muljani Soedarjo (Director)	+62 213152672
18.	Kharisma Moda Prima, Pt	Lily Singgih (Director)	+62 213157818
19.	Maluku Pearl Development, Pt	Patria Hanoh Pieters (President)	+62 213152084
20.	Martikatama Kreasicemerlang, Pt	Arifin Cokro (President)	+62 213519380
21.	Mirado Abadi Corporation, Pt	Lany Yahya (Shareholder)	+62 315340831
22.	Mitra Elite Masa Sejahtera, Pt	Sutarsa Tanu (President)	+62 2131990176
23.	Naga Samudera, Pt	Kosim Iskandar (Director)	+62 2155961999; http://www.samuderanaga.com/
24.	NK Jewelry, Pt	Navin Kumar Akar (President)	+62 2165300661; https://nkjewelry.com/
25.	Peak Multi Dinamika, Pt	Chandra Widjaja (Director)	+62 216340078
26.	Permata Ganesha Internasional, Pt	Navin Kumar Akar (Director)	+62 361434327
27.	Prestige	Mey Hendro (Director)	+62 213906819
28.	Queen Pacific Suksesabadi, Pt	Diana Ang (Manager Marketing)	+62 2154372762
29.	SJ Indonesia, Pt	Yoon Hyun Cheol (President)	+62 2129889582
30.	Sukses Sinar Abadi, Pt	Sutarsa Tanu (President)	+62 2131996133



TRADE OPPORTUNITIES IN INDONESIA

31.	Sumber Kreasi Cipta Logam, Pt	Johnny Salmon (President)	+62 218199403
32.	Swisstime Perkasa Internasional, Pt	Irwan Daniel Mussry (Director)	+62 215228182; www.thetimeplace.co.id/
33.	Ustrada Sakti Supplies, Pt - Uss, Pt	Kho Hadidarma Kosasih (President)	+62 2165311333

ANNEXURE 6

LIST OF INDONESIAN IMPORTERS OF HS CODE 230400 (Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Adhinusa Lestari Jaya, Pt	Gunadi Ali Wirawan (Proprietor)	+62 216901577; http://www.adhinusa.co.id/
2.	Adinata Melodi Kreasi, Pt	William Idris Adinata (President)	+62 215668500
3.	Agrojaya Perdana, Pt	Muchin Sugandi (Director)	+62 616856589; http://agrojayaperdana.com/en/
4.	Alergan Inti Indonesia, Pt	Setyabudi Pratedjaja (Director)	+62 213808308
5.	Alpha Penta Sinergi, Pt	Adi Sumargo (Proprietor)	+62 218091975
6.	Andrika Sukses Pratama, Pt	Soegianto Tjiputra (Managing Director)	+62 215506693
7.	Aneka Prima Dies, Cv	Hendra Fan (Director)	+62 216019301; https://anekaprimadiesel-jkt.business.site/
8.	Antariksa Nusantara Indonesia Group, Pt	Shofwan Hadi (Director)	+62 318856820
9.	Anteromas, Pt	Freddy Marhalim (Director)	+62 222013365
10.	Anugerah Halanta Devima, Cv	Devi Vinanta (Commissioner)	+62 2165833676
11.	Aquaculture Indonesia, Pt	Ng Ke Peng (Director)	+62 215600094
12.	Aquarius Musikindo, Pt	J.A.K. Soerjoko (President)	+62 213457238
13.	Asiana Chemicalindo Lestari, Pt	Welly Yen (President)	+62 2172791618
14.	Austin Overseas, Pt	John Kusmayadi Stephen (President)	+62 2142900050
15.	Azalea Mulai Utama, Pt	Navneet Singh Bedi (President)	+62 213814084
16.	Bahari Cakra Abadi, Cv	Evi Chen	+62 6180016080
17.	Bahtera Deli, Cv	Awie Wie (Director)	+62 616615992
18.	Batara Surya Semesta, Pt	Long Tjing Tandj (Director)	+62 213847618; http://batarasuryasemesta.com/
19.	Bauma Handani Perkasa, Pt	Suwandi Santoso (President)	+62 215711850; www.bauma.com/
20.	Berjaya Cosway Indonesia, Pt	Widarto Wirawan (Director)	+62 216508150
21.	Betts Indonesia, Pt	Francois Jacques Paul Luscan (President)	+62 3216819281
22.	Bevos Prima Center, Pt	Krisna Setiawan (Director)	+62 2129518942
23.	Blue Sky Indonusa, Pt	Jang Yun Su (President)	+62 215746766; www.blueskyindonusa.net/
24.	Buana Tunas Segara Subur, Pt	Rossaria Widhawati Widayat (President)	+62 313292260
25.	Bumi Alam Lestari, Pt	Andy Cokrosetya (Director)	+62 616638129
26.	Cakraindo Mitra International, Pt	Indah Eviany (Commissioner)	+62 616619548; www.cakraindo.com/

27.	Cakrawala Overseas International, Pt	Aries Munandar (Manager)	+62 778460725
28.	Centra Megah Perdana, Pt	Andy Saputra (Director)	+62 216621159
29.	Cermai Makmur Abadi Internasional, Pt	Soegiharto Soebroto (President)	+62 215552254; http://www.cermainakmur.com/
30.	Citra Buana Sakti, Pt	Dr. H. Muslim, Sh, Mba (President)	+62 2131900240
31.	Citra Mandiri Internasional, Pt		+62 2158356000
32.	Clianta Hugo Satunggal, Pt	Fany Famosa (President)	+62 2187782084
33.	Daya Total Sejati Grup, Pt	Bobby Zainir (Director)	+62 111906571
34.	Delapan, Cv	Evelyn Hanjaya	+62 3172033978
35.	Disha Wijaya Sejati , Pd	Ishwar R Jethnani (Director)	+62 216122704
36.	Djasula Wangi, Pt	Bonifasius Iwan Narpati (Director)	+62 218230371; https://djasula.co.id/
37.	Dwitama Bati Sentosa, Pt	Bambang Susanto (President)	+62 215150539
38.	Eigerindo Multi Produk Industri, Pt	Ronny Lukito (President)	+62 2287786779; https://eigerindostore.com/
39.	Era Jaya, Ud	Indra Tjandra	+62 216303906
40.	Euro East Bridge, Pt	Johan Lubbe Bakker (Manager)	+62 2171813667
41.	Fajarreksa Petala, Pt	Boyke Hardendoe Santoso (President)	+62 2157900799
42.	Far East Indonesia, Pt	Karesna Kamdani (President)	+62 216250434
43.	Formatara Prima Sejati, Pt	Wirawati Hartawan (Director)	+62 216009306
44.	Fortindo Binanusindo Ltd, Pt	Leo The (President)	+62 213843500
45.	Forum Indonesia , Pt	Peter Douglas Kelly (Director)	+62 212510666
46.	Gatra Wisesa Kencana, Pt	Ambar - Susilastuti (Proprietor)	+62 217192760
47.	Gedio Makmur, Pt	Joe Janto Halim (President)	+62 2145842576
48.	Gemilang Mitra Lestari, Pt	Willy Widijanto Wijanto (President)	+62 215862047
49.	Gesit Maju, Pt	Jamin Soetoyo (President)	+62 2131931295; https://www.gesit.co.id/
50.	Gita Bahari, Pt	Hendra Kusuma (Director)	+62 216295728

ANNEXURE 7
LIST OF INDONESIAN IMPORTERS OF HS CODE 170114 (Raw cane sugar, in solid form, not containing added flavouring or colouring matter (excluding cane sugar of 1701 13))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	ADIB Global Food Supplies, Pt	Jimmy Krismiandi (President)	+62 2122114931; http://www.adibfood.com/
2.	Adibella Nugraha, Pt	Alex Wijaya (Director)	+62 216459206
3.	Adipratama Putra Prima Perkasa, Pd	Siu Fah Wong (President)	+62 216678224
4.	Agrico International, Pt	Ardiansyah Gunawan Tjoe (President)	+62 215901969
5.	Agrim Industries Limited		+62 618222523; http://www.agrimltd.com/
6.	Agrinusa Lestari Jaya, Pt	Oey Paul Hadi Winata (Proprietor)	+62 313526523
7.	Alam Jaya, Pd	Tjan Yoek Ka (Proprietor)	+62 216926665
8.	Alamanda Tjandra, Pt	Tjandra Kusuma (Director)	+62 361240578; www.alamandautama.com/
9.	Alison Agung, Pt	Alinuddin Tandiono (Director)	+62 216294630; http://agungfood.co.id/
10.	Aman Jaya Perdana, Pt	Ronald Wijaya (Director)	+62 721350304
11.	Amerta Indah Otsuka, Pt	Parajugo Gunawan (President)	+62 217697475; https://www.aio.co.id/id/
12.	Amy Maju Bersama, Pt	Yunantoro Rakhmandoko (Director)	+62 2122435460
13.	Andira Indonesia, Pt	Peter Burman (President)	+62 217293880; https://www.andiraagro.com/id
14.	Anugrah Pangan, Cv	Andrew Royce	+62 2132900039
15.	Asia Health Energi Beverages, Pt	Husain Djojonegoro (President)	+62 2179180011
16.	Asia Raya, Pt	Go Hwa Khing (Director)	+62 315913273; https://asiarayafoundry.co.id/
17.	Asveliagracia Pratama, Pt	Emanuel Zebua (President)	+62 215363992
18.	Aus Bali Export Import, Pt	Henny Purnama Boru Tarigan (Director)	+62 3618475660
19.	Bahana Genta Viktory, Pt	Edward Liswanto (Director)	+62 2129229819; https://www.bahanagv.co.id/
20.	Berdikari Niaga Utama, Pt	Rendy Naseh (Director)	+62 216292508
21.	Berjaya Cosway Indonesia, Pt	Widarto Wirawan (Director)	+62 216508150; www.ecosway.co.id/
22.	Bevos Prima Center, Pt	Krisna Setiawan (Director)	+62 2129518942
23.	Bhumi Alam Lestari, Pt	Andi Cokrosetyo (Director)	+62 614525817
24.	Bumi Mustika, Pt	Bambang Mulyono (President)	+62 216904749
25.	Bumi Tirta Pangan Kencana, Pt	Edlan Utama (Director)	+62 2157939877
26.	But Tsam, Limited	Ravi Hurlpaul (Director)	+62 215771330
27.	Canlong Indonesia, Pt	Chen Jiajie (Director)	+62 7786041110
28.	Casindo Global International, Pt	Abdul Hamid (President)	+62 2152891900

29.	Central Proteina Prima, Pt Tbk	Irwan Tirtariyadi (President)	+62 2157851788; https://www.cpp.co.id/
30.	Centranusa Insancemerlang, Pt	Gunawan Chondro (President)	+62 215807575
31.	Cerebos Indonesia, Pt	Koo Nguang Shiah (President)	+62 2145856330
32.	Cipta Niaga, Pt	Eddie M Gunadi (President)	+62 216912823
33.	Ciracasindo Perdana, Pt	Syarif Hubeis (President)	+62 2187712335
34.	Citra Bonang, Pt	Hedy Kurniawan Wiluan (President)	+62 2165318447
35.	Citra Nusa Insan Cemerlang, Pt	Stephanus Abrian Natan (President)	+62 215807575
36.	Classic Fine Foods Indonesia, Pt	Thomas Pellegrini (President And General Manager)	+62 2145848040; https://www.classicfinefoods.co.id/
37.	Coca-Cola Distribution Indonesia, Pt	Erich Rey (President)	+62 2188322222
38.	Commodities & Energy Resources, Pt	Atim Ato Atun Umatuloh (President)	+62 2157903222
39.	Cv Bintang Baru	Tjipto Amat (Managing Partner)	+62 61570135
40.	Cv Sumber Pertiwi	Hadi Winata (Proprietor)	+62 313557712
41.	Dadap Agro Mandiri, Ud	Darma Gani	+62 2196308521
42.	Dairyfood Internusa, Pt	Kadir Wijaya (Director)	+62 216611418
43.	Delapan, Cv	Evelyn Hanjaya	+62 3172033978
44.	Delisari Nusantara, Pt	Lucas Kudinar (President)	+62 2165310333
45.	Dexter Trading Ltd	Indira Ketaren (Director)	+62 2174711551
46.	Dian Mas Pratama, Pt	Yoko Hendro Sulistio (President)	+62 215808703
47.	Dinamik Multi Sukses, Pt	Alvin Pranata (Director)	+62 2189117936; http://dinamikms.com/
48.	DPO Indonesia, Pt	Daniel Willem Louis Clara Pans (President)	+62 2129866711; http://dpointernational.com/
49.	Dwimitra Sukses Perkasa, Pt	Benny Tan (Director)	+62 2166675719; https://pt-dsp.com/
50.	Ekacitta Dian Persada, Pt	Angela Trismitro (President)	+62 215819361

ANNEXURE 8
LIST OF INDONESIAN IMPORTERS OF HS CODE 271112 (Propane, liquefied)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Betjik Djojo, Pt	Iwan Gondosabdono (President)	+62 313720360; https://www.betjikdjojo.com/
2.	Patra Trading, Pt	Adi Haryono (President)	+62 2129821700; http://www.patratrading.com/
3.	Donggi Senoro Lng, Pt	Tanudji Darmasakti (President)	+62 2157954140; www.donggisenorolng.co.id/
4.	Medco Lng Indonesia, Pt	Ir. Lukman Ahmad Mahfud (President)	+62 2129954000; http://www.medcoenergi.com/
5.	Multikimia Intipelangi, Pt	Shilvy Natalia Lao Tambuwun (President)	+62 2188369999; https://mki.co.id/
6.	Pacific Oil & Gas Indonesia, Pt	Abdul Rifai Natanegara (Managing Director)	+62 213100250; https://www.po-and-g.com/about-us/contact
7.	Panah Tiara, Pt	Robby Mogot (President)	+62 2131922409
8.	Surya Esa Perkasa, Pt Tbk	Garibaldi Thohir (President)	+62 2129885600; https://www.sep.co.id/en/home/

ANNEXURE 9
LIST OF INDONESIAN IMPORTERS OF HS CODE 271113 (Butanes, liquefied (excluding of a purity of >= 95% of N-butane or isobutane))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	AKR Corporindo, Pt Tbk	Haryanto Adikoesoemo (President)	+62 215311555; https://www.akr.co.id/
2.	Andalan Dunia Semesta, Pt	Mac Arthur Rondonuwu (President)	+62 215210368; http://www.andalan.co.id/
3.	Andes Prima Metal, Cv	Zulkifli Zulfie (Director)	+62 2291866007
4.	Anugerah Primantara, Cv	Rahady Harsono (Director)	+62 215732244
5.	Apex Indopacific, Pt	Jimmy Dharmadi (President)	+62 2183790399; http://apexindopacific.com/
6.	Apik Jaya Sempurna, Pt	Endy Hartono Ongkowibowo (Director)	+62 247626989; http://ptajs.co.id/
7.	Arta Batrindo, Pt	Denny Harjono (Managing Director)	+62 216691208
8.	Berkah Mirza Insani, Pt	Alto Omar (Director)	+62 2131903187
9.	Bumi Borneo Cemerlang, Pt	Kok Khiok Soen (Director)	+62 561766002
10.	Caltex Services Pte Ltd (Indonesia Representative)	Richard W Gibb	+62 2134353207
11.	Cantas Global Energy, Pt	Budi Nurachman (Director)	+62 213162666
12.	Cipta Teknik Abadi, Pt	Budi Sampurna Thedjoisworo (Director)	+62 243547967; www.ptcta.com/
13.	Dexter Interbuana, Pt	Indra Ketaren (President)	+62 2174711551
14.	Dirgantara Mitramahardi, Pt	L B. Mantiri (President)	+62 216255158
15.	Dwi Putera, Cv	Gono Wiryohardjo (Director)	+62 214216952
16.	Dynamax Solid Industri, Pt - Dynamax	Weng Li Bin (Director)	+62 2129779298; http://dynamaxsolid.com/
17.	Echo, Cv	Arief Effendi (Director)	+62 216254906
18.	Elnusa Petrofin, Pt	Hafid Mulyadi (President)	+62 2178830860; http://elnusapetrofin.co.id/
19.	Enceha Pacific, Pt	Edwin Purwohandianto (President)	+62 216522777; http://www.enceha.com/
20.	Exxon Mobil Lubricants Indonesia, Pt	Syah Reza (President)	+62 215740707; www.exxonmobil.co.id/
21.	Fuchs Indonesia, Pt	Andreas Candra (President)	+62 218934960
22.	Gapura Raya, Pt	Dani Dharmawata (President)	+62 2171790740; www.gapuraraya.com/
23.	Glesen Pacific Petroleum Co. Ltd.	Ade Tjakralaksana	+62 212505628
24.	Hariez's Multi Resource, Pt	Tommy Kurniawan	+62 2129607615
25.	Humpuss Trading, Pt	Lila Andi Suhelman (Director)	+62 2152920450; https://humpuss-trading.co.id/
26.	Idemitsu Lube Indonesia, Pt	Ryuji Kusaka (President)	+62 267647368; https://ilti.idemitsu.com/
27.	Indama Putera Jaya, Pt	Irwan Rolando (Director)	+62 215348237

28.	Indoenergi Perkasa, Pt	Didi Achmad Rasidi (Director)	+62 2157993207
29.	Indonesia Millenium Perdana, Pt	Laksmna Mangunwijaya (Director)	+62 2147868676
30.	Intim Perkasa, Pt	Andi Pakurimba Sose (President)	+62 213902491
31.	Iwatani Indonesia, Pt	Yoshihumi Kawaguchi (Director)	+62 212523450; https://iwatani.co.id/
32.	Jagad Energy, Pt	Raden Muhamad Sulaiman, Se (President)	+62 778431138; www.jagadgroup.net/
33.	Javaan Trading Internasional, Pt	Susatio Soedigno (President)	+62 2152891912
34.	Jaya Gas Indonesia, Pt	Agus Setiadi Lukita (Director)	+62 213159999
35.	Kawiputra Jaya Perkasa, Pt	Sofyan Widjaya (President)	+62 214514928; http://kawiputra.com/
36.	Laris Chandra, Pt	Tony Chandra (President)	+62 216291808; https://larischandra.com/
37.	Mineral Nusa Persada, Pt	Wayan Sugiana (Director)	+62 2186612351
38.	Niaga Buana Indonesia, Pt	Maruli Butar Butar (Director)	+62 217890177
39.	Nippon Oil Indonesia, Pt	Osamu Yamamoto (President)	+62 215731234
40.	Octopus International, Pt	Irfan Noviar Irawan (President)	+62 215328928
41.	Panutan Selaras, Pt	Ir Made Suryadana (President)	+62 213156241
42.	Penta Adi Samudera, Pt	Anton Suleiman (President)	+62 213152888
43.	Pertamina Patra Niaga, Pt	Nina Sulistyowati (President)	+62 215209009; www.pertaminapatraniaga.com/
44.	Petro Andalan Nusantara, Pt	Hendri Saksti (President)	+62 614145777
45.	Petronas Niaga Indonesia, Pt	Wisnu Widijoko (Director)	+62 215762688
46.	Prima Indostar Lubritama, Pt	Darwis Karim (Director)	+62 217227413; primaindostar.com
47.	Proban Ostburg Trisakti, Pt	Kim Yook Mok (President)	+62 215306869
48.	Puma Energy Indonesia, Pt	Robert Michael Jones (President)	+62 2129531447; www.pumaenergy.com/
49.	Roulina Energi, Pt	Kholil Effendi (President)	+62 2145871156
50.	Sandimitra Agung Sejahtera, Pt	Richard Sudarso (President)	+62 2155753975; https://sandimitra.com/

ANNEXURE 10
LIST OF INDONESIAN IMPORTERS OF HS CODE 520100 (Cotton, neither carded nor combed)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Agrico International, Pt	Ardiansyah Gunawan Tjoe (President)	+62 215901969
2.	Agrinusa Lestari Jaya, Pt	Oey Paul Hadi Winata (Proprietor)	+62 313526523
3.	Agro Kencana Food, Pt	Hartono Sutedjo (Commissioner)	+62 2129323666
4.	Agung Wahana Pertiwi, Pt	Agus Suhendar (Director)	+62 214409079; www.wahanaagungindonesia.com/
5.	Alam Surya Manunggal, Pt	Pudjo Hadiwidjaja (Director)	+62 82233673029
6.	Alka Indonesia, Cv	Eko Hartanto (Director)	+62 8227134442
7.	Anugerah Halanta Devima, Cv	Devi Vinanta (Commissioner)	+62 2165833676
8.	Aromindo Mandiri, Pt	Adi Aryanto Budipramono (President)	+62 216632103
9.	Asta Parawisindah Sentausa, Pt	Tan Andy Tanzir (Director)	+62 313550563; www.astaparawisindahsentausa.com/
10.	Bali Kencana, Cv	Sugiarto Satmaka (Proprietor)	+62 721486437
11.	Bintang Terang Abadi, Cv	Putra Imanta Karosekali (Director)	+62 6180019745
12.	Dua Kelinci, Pt	Hadi Sutiono (President)	+62 295381664
13.	Ehko Jaya Sentosa, Cv	Ehko Hartanto	+62 8127134442
14.	Enes Agribisnis Indonesia, Pt	Naswan Halim (Director)	+62 2122557572
15.	Erastimex Indoraya, Cv	Anthony Dharmawan Setiono (Director)	+62 2198991055
16.	Faith Sukses Makmur, Cv	Paul Febrianto (Director)	+62 81364306284
17.	Farjarmulia Transindo, Pt	Pieto Nyotosetiadi (Director)	+62 313572000; https://fajarmuliatransindo.com/
18.	Gatokaca Satria Pringgadani, Pt	Philipus Franciscus Xavierius Spto W Samudro (President)	+62 215322044
19.	Golden Sinar Sakti, Pt	Santoso Winata (Director)	+62 215213384
20.	Grainland, Pt	Selcuk Arapoglu (Director)	+62 215206903
21.	Hasil Bumi, Ud	Hariyanto Cipto (Director)	+62 216191758
22.	Ina Besteel, Pt	Teddy Effendy (Director)	+62 7115626089
23.	Indo Cafco, Pt	Jean Christophe Mani (President)	+62 721350737
24.	Indonesian Vehicle Computerized System, Pt	Suryo Nurtjahyo Tan (Director)	+62 213927188
25.	Jakarta Sereal, Pt	Singgih Sutanto (Director)	+62 2129332988; www.jakartasereal.com/
26.	Jakson Niagatama, Pt	Drs. Ng Ek Song (Director)	+62 2129339440
27.	Java Agritech, Pt	Masakazu Shiga (President)	+62 248665703

28.	Kharisma Pelita Abadi, Pt	Elang Owen (President)	+62 2163869352; http://kharismapelitaabadi.com/
29.	Kian An, Cv	Andri Chandra (Proprietor)	+62 313521852
30.	Lam Hong, Cv	Stevani Budiman (Director)	+62 313714883
31.	Lemonro, Cv	Tze Hoa Tan (Director)	+62 216614018
32.	Listyo Adhika Utama, Pt	Hargianto Listyo Saputro (President)	+62 215331836
33.	Maju Jaya Agro Utama, Pt	Lunardi Tan (Director)	+62 218575308
34.	Mandiri Alam Lestari, Pt	Rahmad Mudjiono (Director)	+62 21798200508; https://mandirialamlestari.co.id/
35.	Mas Alam, Ud	Gondo Untoro (Proprietor)	+62 313552803
36.	Mekar Jaya, Cv	Anton Swadtjiu (Director)	+62 2163850254
37.	Melrimba Sentra Agrotama, Pt	Lora Melani Lowas (Director)	+62 217545067; https://www.melrimba.com/
38.	Mertju Buana, Pt	H Probo Sutedjo (President)	+62 213101303
39.	Mitratama Globalindo, Pt	Rapli Sukmono (Director)	+62 2155755298
40.	Mulia Agro Lestari, Cv	Hendri Wijaya (Director)	+62 315930839
41.	Multi Mulia Langgeng, Pt	William Kusuma (Director)	+62 313299271
42.	Panca Eraprima Sakti, Pt	Rudy Ong Chandra Haimi (Director)	+62 313712879
43.	Perdana Intisawit Perkasa, Pt	Ciliandra Fangiono (President)	+62 76132888
44.	Perkasa Kemindo Jaya, Pt	Stefanus Benny	+62 215491712
45.	Perusahaan Dagang Dan Industri Panamas, Pt	Yos Adiguna Ginting (President)	+62 318439012
46.	Prava International, Pt	Kommanhalli Vasudeva Rao (Director)	+62 218564145
47.	Progressjaya Nusantara, Pt	Sjam Sj (Proprietor)	+62 216395815
48.	Putra Sentosa, Ud	David Sinatra (Director)	+62 313537870
49.	Ratu Indah Mandiri, Pt	Ika Yulita Hasanah (President)	+62 2129608071
50.	Sahara, Cv	Abdul Majid (Director)	+62 246921620

ANNEXURE 11

LIST OF INDONESIAN IMPORTERS OF HS CODE 852990 (Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds))

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Danatel Pratama, Pt	Tjong Devid Lukman (Director)	+62 215152636; http://www.dapra.co.id/
2.	Dayaniaga Ekaselaras, Pt	Gunawan Susilo (President)	+62 215308439
3.	Delta Samitra Utama, Pt - Dsu, Pt	Dede Suftendhy (Director)	+62 217502458
4.	Denki Indonesia, Pt	Matsuzawa Yoshinori (Director)	+62 216337185
5.	Denko Wahana Sakti, Pt	Ngoh Inn Seng (Commissioner)	+62 213501188
6.	Dewa Putera Mustika, Pt	Eddy Effendy Iskandar (Director)	+62 2142876130
7.	Dharga Senatama Perkasa, Pt	Ir. Idwan Ridwan Idris (President)	+62 215251601
8.	Dharma Purna Bhakti, Pt	Theo Manuputty (Director)	+62 213812332
9.	Dharmawan Technologies, Pt – Dharmawan	Susilo Dharmawan (Director)	+62 215307377
10.	Dhia Adika Utama, Cv	Faisal Adika (Director)	+62 2182428557; http://dhiaadika.co.id/pages/
11.	Dianangkasa Raya, Pt	Drs. Superman (President)	+62 216333778
12.	Diankarya Pancarjaya, Pt	Wenderi Thenu (President)	+62 212303839
13.	Diantama Perdana Wisesa, Pt	Liana Susanto (Commissioner)	+62 2163863505; http://www.diantama.co.id/
14.	Difa Daya Selaras, Pt	Maman Pariman (Commissioner)	+62 2153664151; http://www.difadaya.com/
15.	Dinamika Dwiputra Perkasa, Pt	Probe Rizky Sugiarto (Director)	+62 215557690
16.	Dinamika Elektra Mandiri, Pt	Kalangi Witto (President)	+62 215303888; https://demandiri.com/
17.	Dinamika Prakarsa Buana, Pt	Achyar Sofyan (Director)	+62 2175818177
18.	Dinamika Teknik Sentosa, Pt	Robert Waldy Mali (Director)	+62 2162320042
19.	Dipa Indah Perkasa, Pt	Anita Ray Sharma (Director)	+62 214247733
20.	Ditausaha Mulia, Cv	Erik Ratiawan (Director)	+62 711373383
21.	Draco Internasional, Pt	Thomas Nurhakim (President)	+62 215359968; www.draco.co.id/en/
22.	Duta Fuji Electric, Pt	Mulyotito Marthias (President)	+62 213840834; www.id.fujielectric.com/
23.	Duta Harapan, Cv	Edi Hartono (Director)	+62 247603444
24.	Dwi Indah, Pt	Rasali Rachmat (President)	+62 216904283; https://www.dwiindah.com/
25.	Echo, Cv	Arief Effendi (Director)	+62 216254906
26.	Eka Jaya Teknik	Andre Hartanto (Director)	+62 216009811

27.	Ekacatra Adyota, Pt	Siana M Tandusan (Shareholder)	+62 2147863443
28.	Ekatama Electric	Acong S (Director)	+62 216245816; www.ekatamagroup.com/
29.	Electronic Indonesia, Pt	Alex Soesanto Hidajat (Director)	+62 216312770
30.	Elo Karsa Utama, Pt	Suwandi Surjo Rahardjo (Director)	+62 217392856; https://elokarsa.com/
31.	Elprima Agung Teknik, Pt	Ir. Indra Tedjakumala (Director)	+62 2158301393
32.	Elsicom Engineering, Pt	Laurensius Dicky (Director)	+62 222021527; http://elsicom.co.id/
33.	Enercon Equipment Company, Pt	Allen Alnoviza (President)	+62 217941182; www.enercon.co.id/
34.	Energi Powerindo Jaya, Pt	Chaidir Yunus (President)	+62 21545806065
35.	Energitama Catudaya, Pt	Andreas Winardi (President)	+62 215250513; www.energitama.com/
36.	Energy Provider Indonesia, Pt	Sugiyono Prayitno (President)	+62 2165303399
37.	Enertelindo Kencana, Pt	Gioffredo Gerard Paul Goerges (President)	+62 217699511; www.enertelindo.com/
38.	Erasindo Panel, Pt	Arief Irawanto (President)	+62 215592351
39.	Esabindo Pratama, Pt	Brigitta Hadianto Imam Rahayoe (President)	+62 214600188
40.	Eternal Inti Sejahtera, Pt	Sumarto Samidjan (Director)	+62 216612809
41.	Everexceed Indonesia, Pt	Lanny Hartawan (Director)	+62 216900626; www.everexceed.com/
42.	Faidhi Systema Solusindo, Pt	Wahyuningsih Sofyan (Director)	+62 2125558595
43.	Fajar Deli Utama, Pt	H Muhammad Suud (Proprietor)	+62 614522033
44.	Fajar Nusa Sejahtera, Pt	The Haryono (President)	+62 215407725
45.	Farrel Cipta Mandiri, Cv	Noor Denny Irawan (Director)	+62 542416314
46.	Foerch Indonesia, Pt	Purnama Arif Hidayat (Director)	+62 2154353518
47.	Furukawa Electric Indonesia, Pt	Shigeru Endo (President)	+62 2131906212; www.furukawaelectric.com/
48.	Gading Teknik Teguh, Pt	Alex Harjono (President)	+62 4113610476
49.	Gamara Indonesia, Pt	Rita Koesmadi Selamat (Commissioner)	+62 778473408
50.	Ganesa, Cv	Jhoni Pahinasarony (President)	+62 315341894

ANNEXURE 12

LIST OF INDONESIAN IMPORTERS OF HS CODE 847130 (Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units))

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Alps Alam Persada Indonesia, Pt	Satpal Singh (President)	+62 216014750
2.	Apple Indonesia, Pt	Gary Joseph Wipfler (President)	+62 811832386; www.apple.com/id/
3.	Arismadata Setia, Pt	Herman Muljono (President)	+62 2125681188; https://arismadata.com/
4.	Atakindo Technology, Pt	Ataka Chandra (Director)	+62 216016063
5.	Courts Retail Indonesia, Pt	Terence Donald O'connor (President)	+62 2150556250; www.courts.co.id/
6.	Dapindo Computer, Ud	Edwin Widjaya (Proprietor)	+62 2163850780
7.	Diamondindo Mitra Lestari, Pt	Agus Sutandar (Director)	+62 216124030
8.	Extra Mile	Hendry Willy (Proprietor)	+62 216126465
9.	Forexindo Megasakti, Pt	Efendi Pranata (Director)	+62 216010293
10.	Hewlett-Packard, Pt	Cugitiao	+62 213508209
11.	Ibm Indonesia, Pt	Ridwan Hardi (Supervisor)	+62 614519072; www.ibm.com/id-en
12.	Intech Surya Abadi, Pt	Mandang Josst Wouter Ronaldes (President)	+62 2165830222
13.	Intel Corporation	Budi Wahyu Jati (Manager)	+62 215771930; www.intel.co.id/
14.	Khatulistiwa Jayasakti Abadi, Pt	Wendy Heriyanto (President)	+62 216339360; http://kjsa-corp.com/kjsa/events
15.	Kusumomegah Jayasakti, Pt	Sonny Kusumo (President)	+62 216307366
16.	Laut Angkasa Impian, Pt	Willy Suryanto (President)	+62 2122541559
17.	Logikreasi Utama, Pt	Alfin Setio (Director)	+62 614153200; www.logikreasi.com/
18.	Mastersystem Infotama, Pt	Eddy Anthony (President)	+62 2157901111; www.mastersystem.co.id/
19.	Mega Mitra Sejati, Pt	Wira Susilo (Director)	+62 2171120107
20.	Multidata Rancana Prima, Pt	Doddy Nasiruddin Ahmad (Director)	+62 2152960447; https://multidata.net.id/
21.	Murray Golden Co, Pt	Herman Soemarno (Chairman)	+62 218614090
22.	Netcom Primadata, Pt	M Taufik (Director)	+62 216331112; http://netcom-tech.co.id/
23.	Noah Arkindo, Pt	Hoan Dedei (President)	+62 213811878
24.	Pacific Agung Trijaya, Pt	Budie Hadisulistyo (Director)	+62 217252835; http://pacificagung.com/
25.	Persada Bina Niagatama, Pt	Surya Kencana Chengberlin (President)	+62 2145857971
26.	Prodigy Infinitech, Pt	Roy Rusli (Director)	+62 2166676028
27.	Promedia Perdana, Pt	K W Ong (President)	+62 216260018
28.	Pt Memori Jaya Sakti	Hanny Tanayatan (President)	+62 216316671



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29.	Sarana Solusindo, Pt	Francisca Enny Yaniwati (Director)	+62 217207951; www.solusi.com/
30.	Sempurna Computer	Lim Yan (Director)	+62 216126255
31.	Silicon Graphics Inc	Bp Bun Santoso (President)	+62 212512828
32.	Sinar Informedia System, Pt	Hendra Djaya Agung (Director)	+62 215641203
33.	Solitech	Simon Kwan	+62 216129561
34.	Tera Global Resource, Pt	Oyong Purwanto (President)	+62 315688630
35.	Triyaso Comtel, Pt	Ir Janto Susanto (Director)	+62 216329050; https://triyaso.co.id/
36.	Tunggaljaya Indopertiwi, Pt	Andhy Partono (President)	+62 2163866402; www.tunggaljayaindopertiwi.com/
37.	Wulandari Prima, Pt	G V Anwar (Director)	+62 217201090

ANNEXURE 13

LIST OF INDONESIAN IMPORTERS OF HS CODE 842952 (Self-propelled mechanical shovels, excavators and shovel loaders, with a 360° revolving superstructure) **AND 870410** (Dumpers for off-highway use)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Aweco Indosteel Perkasa, Pt	Adrigiri Widjaja (Director)	+62 343858458; https://aweco.co.id/
2.	Caterpillar Indonesia Batam, Pt	Timothy Lee Young (Director)	+62 7786004700; www.caterpillar.com/
3.	Dincotama Intrajasa, Pt	Ellisa Sadikin (President)	+62 213448918
4.	Hamson Indonesia, Pt	Rm Sonny Witjaksono (Commissioner)	+62 217393934
5.	Hanjung Indonesia, Pt	Park Heung Joo (President)	+62 72132288
6.	Hitachi Construction Machinery Indonesia, Pt	Yukio Yamada (President)	+62 218900515; http://www.hitachi-cmid.com/
7.	Hydraxle Perkasa, Pt	Eddy Hartono (President)	+62 216610033; www.hydraxleperkasa.com/
8.	Katsushiro Indonesia, Pt	Hiroshi Simokawa (President)	+62 218934954; http://www.katsushiro.co.id/
9.	Kemenangan, Pt	Adiwidjaya Masman (President)	+62 214207083; www.kemenangan.co.id/
10.	Komatsu Forging Indonesia, Pt	Yasushi Takahashi (President)	+62 218934087
11.	Komatsu Undercarriage Indonesia, Pt	Pratjojo Dewo (President)	+62 218937575; http://www.komi.co.id/our-company/affiliated
12.	Len Industri (Persero), Pt	Ir. Abraham Mose (President)	+62 225202682; https://www.len.co.id/
13.	M Class Industry, Pt	Eddy William Katuari (President)	+62 267436888
14.	Mhe-Demag Indonesia, Pt	Thai Chau Peng (President)	+62 2127537200; https://www.mhe-demag.com/
15.	Nian Gala Tangkas, Pt	Bayang S (Director)	+62 213904924
16.	Nozomi Otomotif Indonesia, Pt	Leo Zahar (Director)	+62 216328777; http://www.nozomi.co.id/
17.	Ondo Metal Indonesia, Pt	Noriyasu Ondo (President)	+62 2189677095; http://www.ondo-metal.co.jp/
18.	Pt Siskindo Utama Dharma	Bob Prajogo (Director)	+62 2145842173
19.	Sakai Road Machinery Indonesia, Pt	Keizo Iwamoto (President)	+62 218971779; https://www.sakainet.co.jp/
20.	Sanggar Sarana Baja, Pt	Anton Kosim (Director)	+62 2129976830; https://www.ptssb.co.id/
21.	Sentramas Bangun Makmurindo, Pt	Waniningsih Sadeli (Shareholder)	+62 215646427
22.	Sumitomo S.H.I. Construction Machinery Indonesia, Pt	Shoji Uchida (President)	+62 2189108686
23.	Tanindo Mandiri Sehati, Pt	Megawati Tjahyadi (Proprietor)	+62 216902633
24.	Top Silver Deck, Pt	Tan Johadi Wijaya (Commissioner)	+62 317506398

ANNEXURE 14

LIST OF INDONESIAN IMPORTERS OF HS CODE 310420 (Potassium chloride for use as fertiliser (excluding that in tablets or similar forms, or in packages with a gross weight of <= 10 kg))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Abdi Tamtama Sejahtera, Pt	Haryono Poltak Hamonangan (President)	+62 2172797811
2.	Adhinusa Lestari Jaya, Pt	Gunadi Ali Wirawan (Proprietor)	+62 216901577; www.adhinusa.co.id/
3.	Adil Makmur Fajar, Pt	John Setiawan (President)	+62 216905117; www.adilmakmurfajar.com/
4.	Agri Hikay Indonesia, Pt	Ding Chiew Leng (President)	+62 215721448
5.	Agrico International, Pt	Ardiansyah Gunawan Tjoe (President)	+62 215901969
6.	Agricon Sentra Agribisnis Indonesia, Pt	Andy Gumala (Director)	+62 218313070; https://www.agricon.com/our-businesses/asabi/
7.	Agro Rimba Kencana, Pt	Deky Junaedi (President)	+62 561735970
8.	Agro Sejahtera Indonesia, Pt	Mangara S. Sitanggang (President)	+62 215492975
9.	Agrotani Unggul Lestari, Pt	Rina Rahmila (Director)	+62 82112787268
10.	Agung Wahana Pertiwi, Pt	Agus Suhendar (Director)	+62 214409079
11.	Akashichem, Pt	Koay Hock Siang (Director)	+62 2145848198; www.akashichem.com/
12.	Alltech Biotechnology Indonesia, Pt	Natassya Dian Paramita (President)	+62 2183708502; https://global.alltech.com/
13.	Amaco Utama, Pt	Najmie Al Joeфри (President)	+62 217206520
14.	Antar Niaga Nusantara, Pt	Johan Unggul (Director)	+62 216616661; www.antarniaga.com/
15.	Arysta Lifescience Tirta, Pt	Lie Handy Sianata (President)	+62 224221188
16.	Asomindo Raya, Pt	Diana Sirman Djani (President)	+62 218356618
17.	Bandung, Ud	Heru Listyo (Director)	+62 313522993
18.	Bec Feed Solutions Indonesia, Pt	Brett Mark Antonio (President)	+62 217820491; https://becfeed.co.id/
19.	Behn Meyer Agricare, Pt	Julita Kartika (Director)	+62 217561000; behnmeyer.com
20.	Bingei Agung, Pt	Sukun Gunawan (President)	+62 614559890; www.bingeiagung.com/
21.	Bintangbaja Sinarcerlang, Pt	Gabriel Tri Swastono, Sh (Director)	+62 2172789145; www.bintangbaja.com/
22.	Bioadi Sasana, Pt	Sarjono Kusumo (President)	+62 215310299; www.bioadi.com/indonesia/
23.	Biosystems Indonesia, Pt	Mark Collin Campbell (Director)	+62 361281969; www.biosystemsgroup.com/
24.	Branita Sandhini, Pt	Rahmat Kurniawan (President)	+62 2129976400
25.	Brenntag, Pt	Tony Susanto (President)	+62 2183790755; https://www.brenntag.com/
26.	Buana Hijau Pratama, Pt	Ridwan Halim (Director)	+62 2158304824

27.	Carlindo Serasi Abadi, Pt	Caroline Dewi Puspa (Director)	+62 3139922283; http://carlindo.co.id/
28.	Central Invendomas, Pt	Henry Widjaja (Director)	+62 315623661
29.	Centranusa Insancemerlang, Pt	Gunawan Chondro (President)	+62 215807575
30.	Cipta Prima Chemindo, Pt	Agustinus Cipto (Director)	+62 215643454
31.	Citra Hexindo, Pt	Diana Hapsari (Commissioner)	+62 215418462; https://www.hexindo-tbk.co.id/
32.	Citra Mandiri Kencana, Pt	Teddy Sujatmiko (President)	+62 2129017273; http://www.pt-cmk.com/
33.	Cj Feed Jombang, Pt	Sang Juk Im (President)	+62 321497200
34.	Clause Indonesia, Pt	Jacob Andreas Metzelaar (Director)	+62 293326283
35.	Consilindo Sitara, Pt		+62 217901880; http://consilindo.com/
36.	Curah Niaga Internasional, Pt	Bp Muchtar Arifin (President)	+62 218311184
37.	Cv Kimia Sari	Prajima Sukandi	+62 216296779
38.	D-Trade, Pt	Andy Satria Djamalus (President)	+62 2152898444
39.	Dainaka, Pt	Alusdin Sinaga (President)	+62 614522369
40.	Dakai Impex, Pt	Yudi Satriya (Director)	+62 313299496
41.	Dalzon Chemicals Indonesia, Pt	Daryanto Wijaya (President)	+62 2142900076; http://dalzon.co.id/en/
42.	Dexter Interbuana, Pt	Indra Ketaren (President)	+62 2174711551
43.	Dexter Trading Ltd	Indira Ketaren (Director)	+62 2174711551
44.	Durpan International, Pt	Alexander Body Setyanto (Director)	+62 2184302618
45.	Era Winton Inter Agdev, Pt	Juteno Sihanlaut (Managing Director)	+62 61514742
46.	Excel Meg Indo, Pt	Murugadass Natarajan (President)	+62 2129371402; www.excelmegindo.com/
47.	Fadjarpurnama Pratamainti, Pt	Farida Amir Djalil (President)	+62 217294329
48.	Fenanza Putra Perkasa, Pt	Isra H.M Noor (Director)	+62 2183787990; http://www.fenanza.id/
49.	Fertindo Utama, Pt	Ricky Juwono (Director)	+62 2177202317
50.	Fogerindo Barnama, Pt	Dr. Wier Ritonga (Director)	+62 2180872031

ANNEXURE 15

LIST OF INDONESIAN IMPORTERS OF HS CODE 870840 (Gear boxes and parts thereof, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Abdi Raharja, Pt	Bob Heryanto Hernoto (President)	+62 214701631; https://www.abdiraharja.com/
2.	Abumas Albindo, Pt	Jason Alexander Lawrence (President)	+62 217971025
3.	ADR Group of Companies	Johan Kurniawan (Manager)	+62 216690244; www.adr-group.com/
4.	Advics Indonesia, Pt	Kazuyoshi Saito (President)	+62 218970973; http://www.advics.co.jp/
5.	Adyawinsa Telecommunication & Electrical, Pt	Rony Dostonugroho (President)	+62 214603353; http://www.adyawinsa.com/
6.	Akai Precision Components, Cv		+62 216614418
7.	Alfa Omega, Pt	Harini Tjandrawati	+62 213454969
8.	Altek Tirta Cemerlang, Pt	Trisno Budilaksana (Director)	+62 214891139
9.	Alviny Indonesia, Pt	Masaki Yoshi Zawa (President)	+62 218971177
10.	Anugerah Idealestari, Pt	Budi Santosa (Managing Director)	+62 216506809; https://ail-autoparts.com/
11.	Apimitra Teknologi, Pt	Thomas Agusta Mulia (Director)	+62 2155951801
12.	Arena Ban, Ud	Yeni Puspitasari (Assistant Director)	+62 315313141
13.	Asahi Sangyo Indonesia, Pt	Takashi Aoki (President)	+62 212526960
14.	Ashcrofindo Manunggal, Pt	Sution Gunawan (President)	+62 216695782
15.	Asia Motor Indonesia	Emmy Yusuf (Proprietor)	+62 216335949
16.	Asia Perkasa, Pt	Yuliawaty Saputra (Director)	+62 2152891998
17.	Asteer Thai Summit, Pt	Daisuke Usami (President)	+62 2189114373
18.	Astra Honda Motor, Pt	Toshiyuki Inuma (President)	+62 2130418080; https://www.astra-honda.com/
19.	Astra Otoparts, Pt Tbk	Hamdhani Dzulkarnaen Salim (President)	+62 214603560; https://www.astra-otoparts.com/
20.	Autochem Industry, Pt	Christopher Adrian Satahusada (President)	+62 215900131; https://autochem.id/
21.	Autoconn Solutions, Pt	Robby Gan (Director)	+62 2188357622
22.	Autrans Asia Indonesia, Pt	Makio Okabe (President)	+62 2129566569
23.	Avindo Service, Pt	Eddy Hasan Permedi Entum (Director)	+62 217244870
24.	Bangun Berkat Bersama, Pt	Ernest Supriatna Budiman (President)	+62 2145854850; http://bangunberkat.com/
25.	Batik Delapan Satu, Pt	Asikin Aliwarga (Director)	+62 215251981

26.	Beruri Pilar Persada, Pt	Ir. Heru Bratakusumo (Director)	+62 226120436
27.	Best Logistics Service Indonesia, Pt	Shigeki Nakamori (President)	+62 2189908270
28.	Bintang Lima	Rudy Hartono (Proprietor)	+62 216398054
29.	Borneo Karya Anugerah, Pt	Riva Riki Bunoch (Director)	+62 5427212358
30.	BS Indonesia, Pt	Kim Jae Mu (Director)	+62 2189833113
31.	BS Motor	Aspin Suryana	+62 614514346
32.	Buana Components Industrial, Pt	Ong Ming Swie (Director)	+62 2168810999
33.	Budiadi Dayalestari, Pt	Budiarto Tek (President)	+62 217294850
34.	Chandra Jaya Lestari, Pt	Herry Johar (Director)	+62 2270512036
35.	Chandra Soenartojo, Pt	Widjaja Chandra (President)	+62 216902708
36.	Chao Long Motor Part Indonesia, Pt	Liu Chi Mou (President)	+62 2189906242; www.chaolong.com.tw/
37.	Chita Indonesia, Pt	Koji Hirose (President)	+62 2189983737
38.	Cipta Industries, Pt	Yasumi Hamachi (President)	+62 264351705
39.	Citranadi Engineering, Cv	Dr Kristanto N (President And Director)	+62 315921255
40.	Continental Auto Spare Parts	A Heng (Director)	+62 216408728
41.	Craze Genuine Custom, Ud	Reni Suwarsilah	+62 82147240592
42.	Danatech Palindo, Cv	David John Napitupulu	+62 711363934
43.	Denso Sales Indonesia, Pt	Purwanto Budi Raharjo (Director)	+62 216512279; https://www.denso.com/
44.	Dhalian Marga Sarana, Pt	Elliana Suryanto (Commissioner)	+62 216624348
45.	Dianjaya Ekaperdana, Pt	Rony Sumenap (Director)	+62 216288912
46.	Diesel Utama Indonesia, Pt - Diesel One	Novita Latif (Director)	+62 2162301777; https://dieselone.co.id/
47.	Dini Raya Utama, Pt	Agung Wicaksono (President)	+62 218090981
48.	Dirgaputra Ekapratama, Pt	Wiranto Nurhadi (President)	+62 2146826633; https://dirgaputra.co.id/
49.	Duta Ban Audio, Cv	Shinta Liono (Director)	+62 315450043; https://www.dutaban.com/
50.	Eastern Trading Company	Bernadi Taruna Wijaya (Proprietor)	+62 216394151

ANNEXURE 16

LIST OF INDONESIAN IMPORTERS OF HS CODE 870899 (Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Imora Motor, Pt	Widyawati Budiman (President)	+62 216011101
2.	Indah Berkah Sejahtera, Pt	Deni Sugilar (Commissioner)	+62 43903419
3.	Indomobil Bhupala, Pt	Wiwi Kurnia (President)	+62 2186611099
4.	Indoparta Nusantara, Pt	Lucas Tetardy Tjondro Kitono, Se (President)	+62 214528650
5.	Intan Prima Kalorindo, Pt	Yogi Sirodz Gaos (President)	+62 2189844488
6.	Ionuda, Pt	Mardi Rusman (President)	+62 318910488
7.	J Autotrade, Pt	Wong Pratama (President)	+62 215680077
8.	Jabar Bersih Lestari, Pt	Do Yun Yu (President)	+62 224261459
9.	Jasumi Motor	Lo Mjoek Pen (Director)	+62 213863521
10.	Jaya Inter Supra, Pt	Budiono Satrio (President)	+62 216396477; www.jayainter.com/
11.	Karsani Auto	Howard Selamatan (Proprietor)	+62 216685490
12.	Karya Energi Indonesia, Pt	Rudy Chandra (Commissioner)	+62 315458550; https://www.karya-energi.com/
13.	Karya Mandiri Globalindo, Pt	Aan Stefanus Poh (Marketing Director)	+62 2129572752
14.	Karyamandiri Semesta, Pt	Tedy Sunarko Hartanto (Director)	+62 216240770
15.	Kawan Era Baru, Pt	Suryaman Sastomie (Director)	+62 2175911880; https://kawanerabaru.com/
16.	Kobexindo Tractors, Pt Tbk	Humas Sopotro (President)	+62 2164700808; www.kobexindo.com/
17.	Komiko Jaya Imexindo, Pt	Muhammad Farhat (Director)	+62 216909464
18.	Koyama Indonesia, Pt	Masato Koyama (President)	+62 218902535
19.	Krista Aksis Pentamas, Pt	Franky Widjaja (Director)	+62 216683678
20.	Langgeng Karya Indoventure, Pt	Petrus P. L. S. (President)	+62 218196141; http://langgengkarya.com/
21.	Laris Chandra, Pt	Tony Chandra (President)	+62 216291808; https://larischandra.com/
22.	Lestarindo Ampuh Perkasa, Pt	Seno Soekarto (President)	+62 216917991; https://www.lestarindo-id.com/
23.	Lintraco, Pd	Eddy Salim (President)	+62 213803330
24.	Mahar Ramango Agung, Pt	Sabri Hamid (Director)	+62 215252301
25.	Mahle Filter System Indonesia, Pt	Toshimitsu Takei (President)	+62 2129347919; www.mahle.com/
26.	Malitra, Fa	Erick B. Laoh (Director)	+62 2163863005; http://www.malitra.com/
27.	Mega Motor	Herman Widjaja (President)	+62 213451909

28.	Metindo, Pt	Imam Purnama (President)	+62 212514442; www.metindo.co.id/
29.	Mitra Aston Sarana, Pt	Abu Hafilan (President)	+62 213440885
30.	Mitra Jaya Prima Sarana, Pt	Janto Pardi (President)	+62 216680019; www.ptmitrajayaprimasarana.com/
31.	Motonic Indoparts, Pt	Kwang Jong Song (Director)	+62 2164712149
32.	MSM Indonesia, Pt	Toshio Okura (President)	+62 313991119
33.	Mtat Indonesia, Pt	Koichi Ishikawa (President)	+62 2189830850; http://www.mtat.co.th/
34.	Multi Toolsindo Perkasa, Pt	Irma Pudya (Director)	+62 2188851868
35.	Multicommerz Indonusa, Pt	Ignatius Siswojo Soedjito (Director)	+62 2153307234
36.	Multikarya Deltamas, Pt	Jhon Arnold Noenoehitoe (President)	+62 216602152
37.	Namicoh Indonesia Component, Pt	Shigeki Matsumura (President)	+62 218975267
38.	Nandya Karya Perkasa, Pt	Hadi Subroto (President)	+62 2182499447; https://www.nandya-karya-perkasa.com/
39.	Nasional Makmur Sejahtera, Pt	Merry Alam (Director)	+62 216399260; www.nasionalmakmur.co.id/
40.	Nippon Steel Chemical and Material Indonesia, Pt	Atsuhiko Imai (President)	+62 2189842617; www.nscm.nipponsteel.com/
41.	Nissan Motor Indonesia, Pt	Stephanus Ardianto H. (President)	+62 218582323; https://www.nissan.co.id/
42.	Nsk Indonesia, Pt	Kazuya Kurishima (President)	+62 212523458; https://www.nsk.com/
43.	Numacindo Karsakharisma, Pt	Ferdylus Tenny (President)	+62 215657175
44.	Nusantara Energy Plant Indonesia, Pt	Junaidi Elvis (President)	+62 2157957536
45.	Okaya Indonesia, Pt – Okaya	Honda Yoshitaka (President)	+62 215719725; https://www.okaya.co.jp/
46.	Omar Khayyam, Pd	Thakur Lachiram Nanwani (Proprietor)	+62 213451517
47.	Omega, Pd	Chandra Irawan (Proprietor)	+62 2186607842
48.	Pacific Autolamp, Pt	Lie Fendy Setiawan (Director)	+62 216249834
49.	Panca Biru Mandiri, Pt	Chandra Budhi Raden (Commissioner)	+62 216520066
50.	Panca Jaya Setia, Pt	Khe Susanto (Director)	+62 215677081

ANNEXURE 17

LIST OF INDONESIAN IMPORTERS OF HS CODE 720449 (Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Anugerah Halanta Devima, Cv	Devi Vinanta (Commissioner)	+62 2165833676
2.	Bestindo Putra Perkasa, Pt		+62 214354257
3.	Dinamika Logamu Mulia, Pt	Juli Surbakti (Commissioner)	+62 7786007291
4.	Intertrad Asia Sukses, Pt	Tedja Sanusi (Director)	+62 215559095
5.	Kastraco Engineering, Pt	Eka Budi Kasih (President)	+62 216522550; http://kastraco.com/
6.	Marina Jaya Mandiri, Pt	Jimmy Kasti (Director)	+62 2179196337
7.	Merak Magnesiumindo Industri, Pt	Yudi Dharma (President)	+62 2129616321; http://merakgindo.com/
8.	Perseroan Dagang Dan Industri Excelsior, Pt	Djoko Setiono Soeroso (President)	+62 315311336
9.	Premier Global Partners, Pt	Vivi Anggraini (Director)	+62 271622669; https://www.pgp-polymer.com/
10.	Sentosa Laju Abadi, Pt	Paulus Tri Agung (President)	+62 3216819939
11.	Vinex Trade Private Limited	Vinod Jain Kumar	+62 2158905365

ANNEXURE 18
LIST OF INDONESIAN IMPORTERS OF HS CODE 390210 (Polypropylene, in primary forms)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	A Schulman Plastic, Pt	Sarel Jacobus Van Heerden (President)	+62 343854240
2.	ABS Industri Indonesia, Pt	Heru Gunawan (President)	+62 218293838; https://www.absindo.com/
3.	Aica Indria, Pt	Per Haga (President)	+62 214606213
4.	Alkindo Mitra Raya, Pt	Kris Rianto Adidarma (Director)	+62 2159302250; https://www.alkindo.net/
5.	Anugerahinti Gemanusa, Pt	Choi Choon Ha (President)	+62 313950838
6.	Anwid Graha, Pt	Anton Widjaja (President)	+62 214513930
7.	Arbe Styrimdo, Pt	Heru Gunawan (Director)	+62 218293838
8.	Asia Chemical Industry, Pt	Soo Yun Bum (President)	+62 254400711
9.	Asia Pacific Fibers, Pt Tbk	Peter Vinzenz Merkle (Director)	+62 267431971; www.asiapacificfibers.com/
10.	Asiaplast Industries, Pt Tbk	Wilson Agung Pranoto (President)	+62 218354111; https://engine2.asiaplast.co.id/
11.	Barito Pacific, Pt Tbk	Agus Salim Pangestu (President)	+62 215306711
12.	Batawindo Kridanusa, Pt	Habil Marati (President)	+62 215267322
13.	Belawan Deli Chemical Industri, Pt	Antoniony Ciunaw (Director)	+62 614560573; http://belawandeli.com/
14.	Bojong Westplas, Pt	Sutiono Hartanto (President)	+62 2166697148
15.	Bp Petrochemicals Indonesia, Pt	Martin Robinson (Director)	+62 212526854
16.	Bumimulia Indah Lestari, Pt	Harris Pranatajaya (President)	+62 218936479; https://www.bumimulia.com/
17.	Cell Indo, Pt	Kang Biung Choul (President)	+62 26430070506; https://cellindo.co.id/
18.	Chandra Asri Petrochemical, Pt Tbk	Erwin Ciputra (President)	+62 215307950; http://www.chandra-asri.com/
19.	Chang Chow Plastic, Pt	Pang Kun Han (President)	+62 227949669
20.	Chang Chun Dpn Chemical Industry, Pt	Cheng Liang Yi (President)	+62 218934326
21.	Chemtech Perkasa Raya, Pt	Young Sik Park (President)	+62 254281367
22.	Citra Senantiasa Abadi, Pt	Anhar Trias Satyawan (Director)	+62 2125556774
23.	Coin Industri Kimia, Pt	Seng Hsiung Tsai (Director)	+62 218969100
24.	Cosmo Polyurethane Indonesia, Pt	Satoshi Ikeda (President)	+62 215723103
25.	Dehatex, Pt	Bangbang Hermawan (Director)	+62 227804664
26.	Diachem Resins Indonesia, Pt	Kao Sendjaja (President)	+62 213502607
27.	Dinar Makmur Cikarang, Pt	Jackson Hartono (President)	+62 218934554
28.	Djabesmen, Pt	Steven Widjaja (President)	+62 216321818
29.	Dong San Indonesia, Pt	Jae Ho Kim (Director)	+62 2189830761; http://dongsan-indonesia.com/
30.	Dongsung Jakarta, Pt	Kwak Kyunggu (President)	+62 215910304

31.	Dover Chemical, Pt	Ng let Pew (President)	+62 2129527180; http://dovechem.co.id/en
32.	Dupont Powder Coatings Indonesia, Pt	Sobers Sethi (President)	+62 218935139
33.	Dynaplast, Pt	Tirtadaja Hambali (President)	+62 215461115; http://dynaplast.co.id/
34.	Easterntex, Pt	Echio Kidachi (President)	+62 215201282; www.toray.co.id/en/etx/
35.	Eterindo Nusa Graha, Pt	Choi Choon Ha (President)	+62 313930024
36.	Eternal Buana Chemical Industries, Pt	Choi Chon Ha (President)	+62 215963121
37.	Foamindo Industri Uretan, Pt	Lim Joseph (President)	+62 215909370; www.foamindo.com/
38.	Galaksi Investasi Harapan, Pt	Vijaya Naidu Letchumanan (Director)	+62 778371713; https://asiagalaxy.com/
39.	Gelora Citra Kimia Abadi, Pt	Andi Setiawan (Manager)	+62 511749490508
40.	General Persada Industries, Pt	Sandra Hartono Kusumadewi (President)	+62 778391041
41.	Geum Cheon Indo, Pt	+62 2159402454	+62 2159402454
42.	Gokak Indonesia, Pt	Mahaveer Appasaheb Kolhapuri (President)	+62 218752672; www.gokakindonesia.com/
43.	Halim Samudra Interutama, Pt	Januarlis Halim (President)	+62 215903992; http://hasiu.co.id/
44.	Hansindo Raya Indah, Pt	Yong Han Sang (President)	+62 2188363850
45.	Hexa Indonesia, Pt	Natsuo Ikeda (President)	+62 218970980
46.	Hokkan Indonesia, Pt	Takashi Abe (President)	+62 2518243555; http://www.hokkan.co.id/
47.	Indo-Rama Synthetics, Pt Tbk	Mukul Kapoor (Manager)	+62 264200235; www.indorama.co.id/
48.	Indonesia Nanya Indah Plastics, Pt	Lambang Pranatajaya (President)	+62 247604800
49.	Indopherin Jaya, Pt	Kazuro Tanaka (President)	+62 213914011
50.	Indorama Polypet Indonesia, Pt	Saurabh Mishra (President)	+62 215261555

ANNEXURE 19

LIST OF INDONESIAN IMPORTERS OF HS CODE 851762 (Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks))

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Green Power, Pt	Alex Yonathan Tjandraka (Director)	+62 2162320906
2.	Guasilma Pair, Cv	Endang Pudjiastuti (Managing Partner)	+62 217508708
3.	Gula Tani Nirmala, Pt	Budiman Halim (President)	+62 214501689
4.	Guna Era Distribusi, Pt	Titik Satyabudi Liutama (Director)	+62 215655010
5.	Gunawan Elektrindo, Pt	Hadi Gunawan (Director)	+62 215882020
6.	Gunung Semesta ElektriKa, Pt	Irwan Wijaya (President)	+62 216264525
7.	Guzzilla International, Pt	Shinohara Hirochika (President)	+62 2159401998
8.	Haco Murni, Pt	Kartika Suprianata (Proprietor)	+62 216506040
9.	Haga Jaya Mandiri, Pt	Hengky Pribadi (Director)	+62 711313221
10.	Hamindo Perkasa, Pt	Abednego Hartanto (Director)	+62 2129601402
11.	Handal Yesindo Sejahtera, Pt	Gunawan Setiawan Hoetomo (Director)	+62 318438844; http://handalyesindo.com/
12.	Hasta Adhiraya, Pt	Andi Kok (President)	+62 216455571
13.	Hengtraco Technical Supply, Pd	Tommy Lybianto (Director)	+62 216243443
14.	Hikari Indo Sarana, Pt	Idjung Mulyadi (President)	+62 216319001; http://hikari.co.id/
15.	Honda Power Product Indonesia, Pt	Hiromitsu Noguchi (President)	+62 215732284; www.hondapowerproducts.co.id/
16.	Hoppecke Indonesia, Pt	Wolfgang Erbe (Director)	+62 218936657; http://id.hoppecke-batterien.de/
17.	Hyosung Jakarta, Pt	Im Sang Soo (Director)	+62 215266476
18.	Indah Jaya Teknik Presisi, Pt	Jap Hong Seng (President)	+62 215559375
19.	Indahmulya Karyabersama, Pt	Mulyanto Kusuma (Director)	+62 76163436
20.	Indoenergi Rekapratama, Pt	Sayuti Iskandar (Director)	+62 214805117
21.	Indojapan Wire Products, Pt	Toshiaki Nakamura (President)	+62 2678638010; https://ijwp.co.id/
22.	Indoleds Semesta, Pt	Taufik Audah (Director)	+62 217970251
23.	Indomakmur Inti Lestari, Pt	Gunawan Santoso (Director)	+62 216252186; https://www.indo-makmur.com/
24.	Indonesia Micro Supply, Cv	Jakim Setiadi (President)	+62 315923196
25.	Indotasik Graha Utama Pt	Sugiarto Subroto (President)	+62 2165310332; http://indotasik.com/
26.	Induktor Intiniaga Mandiri, Pt	Hardi Hartoko (Director)	+62 217560946
27.	Integra Solusindo Utama, Pt	Herry Yusandra (Director)	+62 2163868395
28.	Interindo Sarana Jaya, Pt	Hadi Saputra Kurniawan (President)	+62 215331760

29.	Interjaya Suryamegah, Pt	Jongky Widjaja (Chairman)	+62 318497070; https://www.interjaya.com/en
30.	Interniaga Dayatama, Pt	Hari Kusuma (President)	+62 215357730
31.	Inti Duta Energi, Pt	Djohan Halim (Director)	+62 217229273
32.	Iradat Aman, Pt	Yahya Santosa (President)	+62 217238811; https://iradat.co.id/
33.	Isindo Interbuana, Pt		+62 212522933
34.	Jaguarkindo Muliakencana, Pt	Ester Sri Wahyuni (President)	+62 2153671267
35.	Jakarta Electric Indonesia, Pt	Fendy Susanto (President)	+62 2162311149; http://jakartaelectric.com/
36.	Jalamas Berkatama, Pt	Widjaja Hadikusumo (President)	+62 213506470
37.	Jaya Lienardy, Pt	Herry Jaya Lienardy (Director)	+62 542440488
38.	Jaya Teknik Indonesia, Pt	Indra Satria (President)	+62 2123555999; https://jayateknik.com/
39.	Jayakarta Global Pratama, Pt	Tofik Hidayatulloh (Director)	+62 2122850600; http://jgp-indonesia.com/
40.	Jentera Dinamika Andal, Pt	Agus Hery (Director)	+62 215648188; https://www.jda.co.id/
41.	Jepari Mitra Mandiri, Pt	Quardana Christianto The (Director)	+62 215324241; http://www.jepari.co.id/
42.	Kahael, Ud	J M Koesnohardjo (Director)	+62 315345488; http://www.kahael.com/
43.	Kaliandra Setyatama, Pt	Budi Prawoto (Director)	+62 215803240
44.	Kalimutu Brasindo Perkasa, Pt	Made Suwastika (Director)	+62 2156960197; http://www.kalimutu.com/
45.	Kalla Electrical System, Pt	Solihin Jusuf Kalla (President)	+62 411511606
46.	Kanaya Lini Sejahtera, Pt	Denih Siwananda (Director)	+62 2137773010
47.	Karsatama Perkasa, Pt	Steven Tanyoto Astro Surijadi (President)	+62 2186365365
48.	Karunia Sinergi, Pt	Ir. Radli Setiono Lugiman (President)	+62 2175911169
49.	Karya Technical, Cv		+62 542426170
50.	Karyabrother Nusamesindo, Pt	Aukar Boy (Director)	+62 215452911

ANNEXURE 20
LIST OF INDONESIAN IMPORTERS OF HS CODE 290243 (P-Xylene)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Acme Indonesia, Pt	Sumantri Ishak (Director)	+62 2189970378; www.acmechem.co.id/
2.	Adhijaya Kemika, Pt	Robert Riady (President)	+62 215869669
3.	Adi Satya Sentosa, Pt	Budi Andika (Director)	+62 218203990; www.adisatyasentosa.com/
4.	Adicipta Jayatama, Pt	Yu Tjie Lie (Director)	+62 216494262
5.	Adikreasi Ekaprakarsa, Pt	Kumalasari Dharmawan (President)	+62 318490825
6.	Adil Mulia Usaha, Pt	Liong Adrian Dewanto (Director)	+62 2154367571
7.	Adimitra Prima Lestari, Pt	William Tjia Yadi (President)	+62 214529900; www.adimitra.co.id/
8.	Adiprotek Envirodunia, Pt	Aditya Karma (President)	+62 2175924774
9.	Aktif Indonesia Indah, Pt	Eddy William Katuari (President)	+62 318348537
10.	Alam Subur Tirta Kencana, Pt	Eduard Utama (President)	+62 216192265
11.	Alfa Molyndo Prima, Pt	Creace Suharly (Director)	+62 2158301879
12.	Allchem Anugerah Perkasa, Pt	Samuel Budiono (Director)	+62 215471338
13.	Amanmulti Dinamika, Pt	Jerrysin Kweesar (President)	+62 2131900780
14.	Amazon Papyrus Chemicals, Pt	The Eng Loe Djatinegoro (Director)	+62 2188955804; https://www.amazon-papyrus.com/en
15.	Andes Prima Metal, Cv	Zulkifli Zulfie (Director)	+62 2291866007
16.	Aneka Kemika, Pt	Basuki Santosa (President)	+62 213849116
17.	Angputra Jaya, Pt	Jimmy Angesti (Director)	+62 317349797; http://www.angputra.com/
18.	Antar Niaga Nusantara, Pt	Johan Unggul (Director)	+62 216616661
19.	Antariksa Nusantara Indonesia Group, Pt	Shofwan Hadi (Director)	+62 318856820
20.	Anugerah Jaya Kimia, Pt	Andy Sutanto (President)	+62 215560385
21.	Anugrahkimia Ariwidya, Pt	Sujatmika Budiarta (Director)	+62 216010719; www.anugrahkimia.co.id/
22.	Apollo Agung Chemical Industry, Pt	Halim Tjunarto (President)	+62 216404690; https://apolloagung.com/
23.	Aquakultura Lestari, Pt	Arifin Subandi (President)	+62 227801769; www.aquakultura.co.id/
24.	Arindo Pacific Chemicals, Pt	Achmad Sanusi (Plant Manager)	+62 218672928; https://apc.co.id/about-us/
25.	Aristek Highpolymer, Pt	A. Agustaman (Plant Manager)	+62 218972692; http://aristekhighpolymer.com/
26.	Armindo Prima, Pt	Winniarlita Irmawati (President)	+62 2145841330; http://www.armindoprima.co.id/
27.	Aromindo Mandiri, Pt	Adi Aryanto Budipramono (President)	+62 216632103
28.	Arrow Indo Universal, Pt	Hario Suryo Pratondo (Director)	+62 318986511

29.	Arta Pitagiri Lestari, Pt	Tjendera Widjaja (Chairman)	+62 215640246
30.	Artchem Utama, Pt	Kok Hauw Khoe (Director)	+62 216605010
31.	Asia Chemicals Indonesia, Pt	Satria Lukman (President)	+62 2145845477
32.	Asia Pacific Fibers, Pt Tbk	Vasudevan Ravi Shankar (President)	+62 2157938555; www.asiapacificfibers.com/
33.	Asiamakmur Sejahtera, Pt	Anwar Surya (President)	+62 215448456
34.	Asomindo Raya, Pt	Diana Sirman Djani (President)	+62 218356618
35.	Asrikimia Utama, Pt	Hengki Budiman (President)	+62 21633181013; http://asrikimia.com/
36.	Astabumi Ciptadaya, Pt	Bertus Susanto (Director)	+62 216605990; https://astabumi.com/
37.	Astijaya Sejahtera Abadi, Pt	Ashok Sunderdas Dansingani (President)	+62 216410254
38.	Astrindo Lestari Kimia, Pt	Rusli Gunawan (President)	+62 2156941111
39.	Asveliagracia Pratama, Pt	Emanuel Zebua (President)	+62 215363992
40.	Avantchem, Pt	Tan Chuan Huat (Director)	+62 215356238; https://avantchem.com/
41.	Avera Pratama, Pt	Aifa Bong (Director)	+62 215270528
42.	Ayu Agung, Pt	Haryanto Jaw (President)	+62 216325588; https://www.ayuagung.co.id/
43.	Azzadalal Bulevar, Pt	Hardi Salim (Director)	+62 216678637
44.	Bahtera Adi Jaya, Pt	Djwa Sien Bieng Al Daryudi (Director)	+62 247626992; http://bahteraadijaya.com/home/
45.	Baktijala Kencanacitra, Pt	Antung Pandoyo (President)	+62 215399358
46.	Bangkit Jayaa, Cv	Joe Gatot Pringgodhani (Director)	+62 318663502; https://www.bangkitjayaa.co.id/
47.	Barahana Elfindo Binasejahtera, Pt	Mariana Mawarwati (President)	+62 215641388
48.	Barentz, Pt	Hidde Van Der Wal (President)	+62 2129385877; https://www.barentz.com/
49.	Baroid Indonesia, Pt	Jeffrey Shannon Slocum (President)	+62 217801100
50.	Batara Surya Semesta, Pt	Long Tjing Tandj (Director)	+62 213847618; http://batarasuryasemesta.com/

ANNEXURE 21
LIST OF INDONESIAN IMPORTERS OF HS CODE 100630 (Semi-milled or wholly milled rice, whether or not polished or glazed)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Good Health Products Indonesia, Pt	Rudi Lazuardi (President)	+62 2158908100
2.	Gourmet Indonesia Jakarta, Pt	Hajjah Siti Haryanti (Director)	+62 218096630
3.	Guten Braun, Pd	Stefanus Susanto (Proprietor)	+62 216307848; http://gutenbraun.com/
4.	Hakiki Donarta, Pt	Michael Agusta (President)	+62 313551221
5.	Haniori, Pt	Bang Bang Santoso (Director)	+62 214717116
6.	Harapan Maju Indah, Pt	Judi Djohari (President)	+62 216258582
7.	Hardja Wahyu Lestari, Pt	Tjatja Tisna Sendjaja (President)	+62 225897011
8.	Harimau Megah, Pt	Alfons Irawan (Director)	+62 2163858711
9.	HARMONI DINAMIKA, PT Á	Nanda Widya (President)	+62 213500128
10.	Hasegawa Flavours and Fragrances Indonesia, Pt	Daisuke Kawana (Director)	+62 2121283048
11.	Hasil Karsa Perdana, Pt	Hendro Tjokrosetio (President)	+62 216900808
12.	Hasindo Trading Co., Cv	Maria Leny Purnama (Director)	+62 318707384
13.	Hasta Dasa Edel Weiss, Pt	Dwi Amalianti (Director)	+62 217803887
14.	Heonz Royal Jaya, Pt	Lee Jung Ho (President)	+62 2122722040; https://www.heonz-corporation.com/
15.	Hero Intiputra, Pt	Ipung Kurnia (Director)	+62 218483573; https://herointiputra.com/
16.	Hijau Berseri, Cv	Budi Ngatino (Director)	+62 618469678
17.	Himudo, Cv	Leiman, Mba	+62 616614060
18.	Ichiya Indonesia, Pt	Kazuo Ichihara (President)	+62 218803737
19.	Ina Besteel, Pt	Teddy Effendy (Director)	+62 7115626089
20.	Indesso Niagatama, Pt	Wien Permadhi Gunawan (President)	+62 213863974; https://www.indesso.com/
21.	Indigo Global Asia, Pt	Dionisius Andry Halim (President)	+62 2165307677
22.	Indo Cafco, Pt	Jean Christophe Mani (President)	+62 721350737
23.	Indo Snny, Cv	Antonius Lesmana (Director)	+62 317496533
24.	Indocare Citrapacific, Pt	Tagor Lumban Raja (President)	+62 215860840; https://www.indocare.com/
25.	Indogal Agro Trading, Pt	Manuel Albores Cabo (Director)	+62 2127899881; https://www.indogal.co.id/
26.	Indomarco Adi Prima, Pt	Joedianto Soedjono Poetro (President)	+62 2157958822
27.	Indomaru Lestari, Pt	Freddie Nukraha Susanto (Director)	+62 2154351930; http://www.indomaru-food.com/

28.	Indosentra Pelangi, Pt	Sulianto Pratama (President)	+62 218904169
29.	Induk Koperasi Unit Desa	Frederik Batong (President)	+62 217919140; https://induk-kud.com/
30.	Ingredients Partner Indonesia, Pt	Faisal Soetrisno (Director)	+62 2129391279
31.	Inputama Persada, Cv	Lay Andy Mendala (Director)	+62 217207751
32.	Interbuana Mandiri, Pt	Soegiarto Loenata (Director)	+62 313725555; www.ibmindonesia.com/
33.	Interchem Prima Mitra, Pt	Willy Franciscus Budiman (President)	+62 2129451060; interchemprimamitra.com/
34.	Intermas Tata Trading, Pt	Djoko Tata Ibrahim (President)	+62 214602403
35.	International Flavours and Frangrance Inc (Iff)	Robert Burns (Executive Director)	+62 218500074; https://www.iff.com/
36.	Inti Pelita Jaya Maju, Pt	Kim Nam Ku (President)	+62 2150201053
37.	Irot & Company, Cv	Junus Salim (Director)	+62 216902639
38.	Jakarta Tea Traders, Pt	Bobb Aubrey Indrajit (Director)	+62 2171794328; www.jakartateatraders.com/
39.	Jakson Niagatama, Pt	Drs. Ng Ek Song (Director)	+62 2129339440
40.	Janvi Surya Sakti, Pt	Madhukar Shah Shailesh (Director)	+62 2129490650; http://jssindo.com/
41.	Javafood International Trading, Pt	Andi Gunardi (President)	+62 215481547
42.	Jaya Bumi Perkasa, Pt	Muksin Dahlan (President)	+62 411511910
43.	Jaya Fermex, Pt	Hedy Wiluan (President)	+62 2165310808
44.	Jdh Erindo Jaya, Pt	Hendrick Halim Ie (President)	+62 21335822
45.	Jerindo Sari Utama, Pt	Lucia Felecia Nangoy (President)	+62 315947557; https://www.jerindo.com/
46.	Jutarasa Abadi, Pt	Hendra Kristiady Narpati (Director)	+62 214619555; https://jutarasa.co.id/
47.	Kabepe Chakra, Pt	Rachmat Badruddin (President)	+62 225892874
48.	Kabulinco Jaya, Pt	Fendy Wibowo (President)	+62 216600219
49.	Kaifa Indonesia, Pt	Willy Ekasalim (Chairman)	+62 2122465504; www.kaifafood.com/
50.	Kapo Trading Co Ltd, Pt	Petrus Dirk Dirdjaatmadja (President)	+62 215480343

ANNEXURE 22
LIST OF INDONESIAN IMPORTERS OF HS CODE 270112 (Bituminous coal, whether or not pulverised, non-agglomerated)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Adcoal Energindo, Pt	Tony Adam (Director)	+62 2152901940
2.	Agrico International, Pt	Ardiansyah Gunawan Tjoe (President)	+62 215901969
3.	Andes Prima Metal, Cv	Zulkifli Zulfie (Director)	+62 2291866007
4.	Anugerah Bumi Nusantara, Cv	Vinna Sencahero	+62 315612777
5.	Ariobimo Perkasa, Pt	Sharif Cicip Sutardjo (President)	+62 212526001; http://www.ariobimo.co.id/
6.	Asia Komoditi Indonesia, Cv	Agus Setyadi (Director)	+62 318010323
7.	Bamaco Harisundo Intersains, Pt	Hariyanto, Mba (President)	+62 5113256753
8.	Berau Coal, Pt	Fuganto Widjaja (President)	+62 2129669722
9.	Bintangbaja Sinarcermerlang, Pt	Gabriel Tri Swastono, Sh (Director)	+62 2172789145; www.bintangbaja.com/
10.	Bumi Liputan Abadi, Pt	Sofyan Karli (Proprietor)	+62 542427059; http://www.bla-mining.com/
11.	Bumi Mineral Nusantara, Pt	Raymond Bolang (President)	+62 2145850469
12.	Casindo Global International, Pt	Abdul Hamid (President)	+62 2152891900
13.	Commodities & Energy Resources, Pt	Atim Ato Atun Umatuloh (President)	+62 2157903222
14.	Dexter Trading Ltd	Indira Ketaren (Director)	+62 2174711551
15.	Endami Nusa Pratama, Pt	Julius Djohan (President)	+62 2183782445
16.	Glencore Indonesia, Pt	Tony Lee Herbert (President)	+62 212513813; www.glencore.com/
17.	Handy Mandiri Steel, Pt	Istri Patmawati (Director)	+62 2476633214; www.handymandiristeel.com /
18.	Hms Bergbau Indonesia, Pt	Sulaiman Rahman Saleh (Commissioner)	+62 2157948167; https://hms-ag.com/
19.	Ict Group Limited	Eddie Masesar	+62 217655110; http://ictgrouplimited.com/
20.	Indonesian Vehicle Computerized System, Pt	Suryo Nurtjahyo Tan (Director)	+62 213927188
21.	Intech Duta Abadi, Pt	Fendie Sutanto (Director)	+62 213503319
22.	Jamrud Samudera Mandiri, Pt	Armen Rahman (Managing Director)	+62 76129715; https://jamrud.en.ecplaza.net/
23.	Janvi Surya Sakti, Pt	Madhukar Shah Shailesh (Director)	+62 2129490650; http://jssindo.com/
24.	Kaltim Prima Coal, Pt	Saptari Hoedaja (President)	+62 549521403; http://www.kpc.co.id/
25.	Kresna Inticipa, Pt	Bambang Riyadi Soegomo (President)	+62 215668666
26.	Logamanda Lestari, Pt	Halik Nurkota (Director)	+62 216280707

27.	Luxon Energy, Pt	Lee Hyun Woo (Director)	+62 2130483233
28.	Megah Pertama Indah, Pt	Bambang Tjandra (Director)	+62 315312199
29.	Nippon Oil Indonesia, Pt	Osamu Yamamoto (President)	+62 215731234
30.	Petro Energy, Pt	Newin Nugroho (President)	+62 217392349; https://www.petroenergy.id/
31.	Powerlift Indonesia, Pt	Zhang Xin (President)	+62 2145869219
32.	Samson Niko Santoso, Cv	Suherman Salim (President)	+62 3170579091
33.	Sehati Bumi Mineral Jaya, Pt	Benny Tedja (Director)	+62 215250982
34.	Swiss Niaga International, Pt	Vardhman Jain (President)	+62 215722464
35.	Tiara Surya Abadi, Pt	Titis Novytsari (Director)	+62 318918098
36.	Tipa Inko, Pt	Sari Haryati (Commissioner)	+62 2182602844
37.	Tri Usaha Bhakti, Pt	H. Dahlan Idris (President)	+62 218574532
38.	Union Universe, Pt		+62 2139833750



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With 68 offices, including 9 Centres of Excellence, in India, and 11 overseas offices in Australia, China, Egypt, France, Germany, Indonesia, Singapore, South Africa, UAE, UK, and USA, as well as institutional partnerships with 394 counterpart organizations in 133 countries, CII serves as a reference point for Indian industry and the international business community.

Confederation of Indian Industry

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