Indonesia Market Opportunities

Ambassador Mulya Wirana
**INDONESIA**

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>GDP Size</strong></td>
<td>US$</td>
<td><strong>Land Area</strong></td>
<td>1,904,443 sq km</td>
</tr>
<tr>
<td><strong>GDP per capita</strong></td>
<td>US$ 868.35*</td>
<td><strong>Sea Area</strong></td>
<td>3,116,163 sq km</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Total Area</strong></td>
<td>5,020,606 sq km</td>
</tr>
<tr>
<td><strong>Coastal Line</strong></td>
<td></td>
<td></td>
<td>81,000 km</td>
</tr>
</tbody>
</table>

**Population** 251 Million people (4th biggest population)

**Main Towns**

<table>
<thead>
<tr>
<th>Town</th>
<th>Population ('000)</th>
<th>GDP Share GDP/ Capita (%)</th>
<th>GDP/ Capita (US$ '000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jakarta (Capital)</td>
<td>9,558</td>
<td>16.3</td>
<td>9.9</td>
</tr>
<tr>
<td>Surabaya</td>
<td>2,584</td>
<td>14.7</td>
<td>2.3</td>
</tr>
<tr>
<td>Bandung</td>
<td>2,393</td>
<td>14.3</td>
<td>1.7</td>
</tr>
<tr>
<td>Semarang</td>
<td>1,553</td>
<td>8.5</td>
<td>1.5</td>
</tr>
<tr>
<td>Medan</td>
<td>2,109</td>
<td>5.4</td>
<td>2.3</td>
</tr>
<tr>
<td>Samarinda</td>
<td>791</td>
<td>6.2</td>
<td>10.0</td>
</tr>
<tr>
<td>Makassar</td>
<td>1,339</td>
<td>2.3</td>
<td>1.6</td>
</tr>
</tbody>
</table>

**Language**

Indonesian (Bahasa Indonesia)
As well as some 7500 other regional languages and dialects.

The rising population share of Indonesia’s middle class (% of Pop)

- **2003**: 37.7%
- **2010**: 56.5%

Source: World Bank

Source: *Bank of Indonesia
Political Map of Indonesia
Development of Seaport, Airport and Roadways

- SLOC MALACA
- PANJANG
- ALKI-I
- ALKI-II
- ALKI-III
- ALKI-III BALKI-III C

- Sea Line Of Communication (SLOC) and ALKI
- Primary National Sealanes
- Secondary National Sealanes
- Primary Land Transportation (Roads and / or Railways)

- Global Hub Seaport
- Primary Seaport

- MAIN INT. AIRPORT
The economy of Indonesia slowed in 2015 in line with weaker global growth. Domestic economic growth was projected at 4.8% annually, down from the 5.0% (yoy) achieved in 2014. The slowdown was prompted by sluggish exports on the back of weaker global demand and lower commodity prices. In 2016, economic growth in Indonesia is projected in the range of 5.2-5.6% (yoy), bolstered by fiscal stimuli, primarily in the form of infrastructure projects, and tenacious consumption.

The 2015 current account was expected improve from the previous year at around 2% of GDP. Improvements in the non-oil and gas as well as oil and gas trade balances contributed to the smaller current account deficit as imports decreased significantly. This was in line with the considerably weak domestic demand and exports due to lower commodity prices and dwindling global demand.

Depreciatory pressures on the exchange rate have escalated in 2015, triggered by uncertainties in the FFR hike and Yuan depreciation. Through to November 2015, the rupiah depreciated by an average of 11.05% to a level of Rp13,351 per USD. Rupiah depreciation was precipitated by a number of externalities, including uncertainty surrounding the timing and magnitude of the FFR hike, concerns over fiscal negotiations in Greece and Yuan depreciation against a backdrop of economic moderation in China.

Inflation in 2015 was projected below 3%. Low inflation was supported by volatile foods, deflation of administered prices and controlled core inflation. In November 2015, Consumer Price Index (CPI) data recorded inflation of 0.21% (mtm), affecting all components. Consequently, CPI inflation from January–November 2015 was recorded at 2.37% (ytd) or 4.89% (yoy) on an annualised basis. Inflation in 2016 was predicted to remain within the target corridor of 4±1%.

Financial system stability remained solid, underpinned by a resilient banking system and relatively stable financial markets. Banking industry resilience endured, with credit, liquidity and market risks well mitigated. In October 2015, the Capital Adequacy Ratio (CAR) remained well above the 8% minimum threshold at 20.8%, while non-performing loans (NPL) were low and stable at 2.7% (gross) or 1.4% (net).

The BI Board of Governors agreed on 17th December 2015 to hold the BI Rate at 7.50%, while maintaining the Deposit Facility rate at 5.50% and the Lending Facility rate at 8.00%. Bank Indonesia believes that rooms for monetary easing are open, on the back of preserved macroeconomic stability, specifically end-2015 inflation that is projected to be below 3%, and current account deficit, projected at around 2% of GDP. However, with the lingering uncertainty in the global financial market, Bank Indonesia will remain vigilant in easing its monetary policy.

On the fiscal front, Indonesia will continue its prudent fiscal management in 2015 with strong commitment to fiscal consolidation. Recent policy reforms represent an essential step and integral part of structural reforms to strengthen economic fundamentals in Indonesia. The budget deficit for 2015 will be maintained below the threshold of 3.0% of GDP.
Data Highlights

GDP Growth

Year: 2005-2015
- Q1 2015
- Q2 2015
- Q3 2015

Source: Bank Indonesia

Inflation

Year: 2008-2015

Source: BPS, Bank Indonesia

Balance of Payments

Source: Bank Indonesia

Fiscal Balance

Source: BPS
Improving International Perception: Acknowledged by Rating Agencies

**Moody's**

*Jan 2015*

“Indonesia’s Baa3 government bond rating is supported by narrow fiscal deficits, low government debt ratios, the large size of the Indonesian economy and its healthy GDP growth prospects.

The stable outlook on the rating is supported by our expectation of continued policy efforts to maintain the macro-economic balance in the face of lower prices for Indonesia’s commodity exports and possible global financial volatility in 2015.”

**Standard & Poor's**

*May 2015*

“S&P outlook revision reflects S&P’s view of Indonesia’s improved policy credibility stemming from initiatives to bolster monetary and financial sector management as well as economic performance. S&P expects these actions to improve Indonesia’s growth prospects and external resilience.

The ratings on Indonesia balance the country’s low per capita income and developing policy and institutional settings against the improved credibility of its monetary policy, buoyant economic growth, and sound public finances.”

**Fitch Ratings**

*Dec 2011 (affirmed Nov 2015)*

“The recent wave of reform initiatives by the government is likely to improve the business sentiment. The series of packages contain a number of measures with the potential in the longer run to significantly change the business environment, which can currently be characterised as difficult. The reform agenda may signal a structural change from a more nationalistic approach to economic policy of the recent past. Fitch expects annual real GDP growth to pick up to 5.3% in 2016 and 5.5% in 2017 from 4.8% in 2015...”
The Economy Slowed in 2015, Expected to Pick Up in 2016

**Economic Growth**

- In line with weaker global growth, the economy of Indonesia also slowed in 2015. Accordingly, domestic economic growth was projected at 4.8% annually, down from the 5.0% (yoy) achieved in 2014.
- The slowdown was prompted by sluggish exports on the back of weaker global demand and lower commodity prices. Such conditions were more pronounced in regions reliant on natural resources. In line with the continuously weak export, limited investment growth was also recorded.
- Construction growth bucked the downward trend due to the realisation of government infrastructure projects, while non-construction growth was limited. Notwithstanding, robust household and government consumption supported economic growth.
- In 2016, economic growth in Indonesia is projected in the range of 5.2-5.6% (yoy), bolstered by fiscal stimuli, primarily in the form of infrastructure projects, and tenacious consumption.
- Meanwhile, investment is expected to increase in line with solid macroeconomic stability and the implementation of government policy packages designed to attract investment.
- In addition, government measures to boost public purchasing power coupled with effective fiscal stimuli will play a key role in terms of catalysing economic growth in 2016.

<table>
<thead>
<tr>
<th>Economic Growth - Expenditure Side</th>
<th>S e c t o r</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td>I I I</td>
<td>I I I</td>
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<tr>
<td>Household Consumption</td>
<td>5.4 4.5 5.1 5.1 5.0</td>
<td>5.1 5.0 5.0 5.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NPI Serving Household Consumption</td>
<td>8.2 23.7 22.8 5.6 (-0.2)</td>
<td>12.4 (-8.3) (-7.9) 6.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross Fixed Capital Formation</td>
<td>5.3 4.7 3.7 3.9 4.3</td>
<td>4.1 4.4 3.7 4.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government Consumption</td>
<td>6.9 6.1 (-1.5) 1.3 2.8</td>
<td>2.0 2.7 2.1 6.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exports of Goods and Services</td>
<td>4.2 3.2 1.4 4.9 (-4.5)</td>
<td>1.0 (-1.0) (-0.1) (-0.7)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Imports of Goods and Services</td>
<td>1.9 5.0 0.4 0.3 0.2</td>
<td>2.2 (-2.4) (-7.0) (-6.1)</td>
<td></td>
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</tr>
<tr>
<td>GDP</td>
<td>5.6 5.1 5.0 4.9 5.0</td>
<td>5.0 4.7 4.7 4.7</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Economic Growth - Supply Side</th>
<th>S e c t o r</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
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</thead>
<tbody>
<tr>
<td></td>
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<td>I I I</td>
<td>I I I</td>
<td>I I I</td>
</tr>
<tr>
<td>Agriculture, Forestry, and Fisheries</td>
<td>4.2 5.3 5.0 3.6 2.8</td>
<td>4.2 4.0 6.8 3.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mining and Quarrying</td>
<td>1.7 (-2.0) 1.1 0.8 2.2</td>
<td>0.5 (-1.5) (-6.2) (-5.6)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing</td>
<td>4.5 4.6 4.8 5.0 4.2</td>
<td>4.6 4.0 4.3 4.3</td>
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<td></td>
</tr>
<tr>
<td>Electricity and Gas</td>
<td>5.2 3.3 6.5 6.0 6.5</td>
<td>5.6 1.7 0.8 0.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Water Supply, Waste Management and Recycling</td>
<td>4.1 3.6 3.2 2.8 2.7</td>
<td>3.0 2.9 6.0 7.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Construction</td>
<td>6.1 7.2 6.5 6.5 7.7</td>
<td>7.0 6.0 5.4 6.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wholesale and Retail Trade; Automotives</td>
<td>4.7 6.1 5.1 4.8 3.5</td>
<td>4.8 4.0 1.8 1.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation and Warehousing</td>
<td>8.4 8.4 8.5 8.0 7.1</td>
<td>8.0 6.3 6.5 7.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Provision of Accommodation and Food &amp; Beverage</td>
<td>6.8 6.5 6.4 5.9 4.9</td>
<td>5.9 3.6 3.9 4.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Information and Communication</td>
<td>10.4 9.8 10.5 9.8 10.0</td>
<td>10.0 10.1 9.8 10.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Services and Insurance</td>
<td>9.1 3.2 4.9 1.5 10.2</td>
<td>4.9 7.6 2.5 10.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Real Estate</td>
<td>6.5 4.7 4.9 5.1 5.3</td>
<td>5.0 5.3 5.0 4.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Services</td>
<td>7.9 10.3 10.0 9.3 9.7</td>
<td>9.8 7.4 7.6 7.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Administration, Defence, and Social Security</td>
<td>2.4 2.9 (-2.5) 2.6 6.9</td>
<td>2.5 4.7 6.6 1.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Education Services</td>
<td>8.2 5.2 5.4 7.3 7.1</td>
<td>6.3 5.8 12.2 8.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Health Services and Social Activities</td>
<td>7.8 7.7 8.5 9.9 6.1</td>
<td>8.0 7.3 8.2 6.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Services</td>
<td>6.4 8.4 9.5 9.5 8.4</td>
<td>8.9 8.0 8.1 8.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GDP</td>
<td>5.6 5.1 5.0 4.9 5.0</td>
<td>5.0 4.7 4.7 4.7</td>
<td></td>
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</tr>
</tbody>
</table>
Conducive Environment Underpinning Growth Fundamentals

The fundamental long term growth drivers for Indonesia remain strong – equipped with abundant natural resources, a young and technically trained workforce and a large consumer base with a fast growing spending power.

- According to McKinsey, Indonesia is projected to be the 7th largest economy in the world by 2030.
- 5.9% average real GDP growth over the period 2008-2013.
- Exports are 23.7% of GDP for the year of 2013, one of the lowest in Asia, creating low volatility in GDP.
- Foreign direct investment grew at an average rate of 21.1% from 2010-2013.

The largest economy in South-East Asia

A large, culturally diverse, young and vibrant workforce

- 4th most populous country in the world.
- 66.6% of the population is of working age and 68.5% were 39 years and younger as of 2012.
- Working population projected to grow at 0.7% compared to 0.5% CAGR for total population from 2012-2017.
- A high literacy rate of more than 90%.

Large consumer base with fast growing spending power

- ~7mn people are expected to join the middle class each year.
- Consumer expenditure has grown at a 12.3% CAGR from 2007-2012 and is expected to continue at a 9.1% rate from 2012-2017.
- Disposable incomes are projected to grow at 12.1% from 2012-2017.
- According to McKinsey, 135-170mn people will join the consuming class by 2030.

Increase in infrastructure investment to improve overall efficiency

- Announced an expansion of fiscal spending on infrastructure by 19.2% CAGR from 2012 to 2014.
- Infrastructure investments are spread over Indonesia’s 6 economic corridors.
- Encompass various sectors such as seaports, roads, railways, airports, energy and many others.
- Government continues to align regional and national regulations to attract further private sector investors.

Nominal GDP – Strong Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Continuously</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>0.43</td>
</tr>
<tr>
<td>2012</td>
<td>0.88</td>
</tr>
<tr>
<td>2017E</td>
<td>1.14</td>
</tr>
</tbody>
</table>

Demographic Dividend – Young Population

<table>
<thead>
<tr>
<th>Year</th>
<th>Male</th>
<th>Female</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>21,980</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>39,340</td>
<td></td>
</tr>
<tr>
<td>2017E</td>
<td>60,740</td>
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</tr>
</tbody>
</table>

Middle Class Households

<table>
<thead>
<tr>
<th>Year</th>
<th>2007</th>
<th>2012</th>
<th>2017E</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>145.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>172.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>145.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>176.1</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Annual Budgeted Capital Spending

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td></td>
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<td>2013</td>
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<tr>
<td>2014</td>
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<td></td>
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</tr>
<tr>
<td>2015</td>
<td></td>
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</tr>
</tbody>
</table>

(USD tn) (‘000) (IDR tn)
**Investment Realization Target for 2015 – 2019 (In USD Billion)**

- **2010-2014 Growth average: 28.3% Source of investment**
  - FDI: 69.0%; DDI: 31.0%
  - **Sector**
    - Primary: 21.8%; Secondary: 41.8%; Tertiary: 36.4%
  - **Location**
    - Java: 59.4%; Outside Java: 40.6%

- **2015-2019 Growth average: 15.1%**
  - **Source of investment**
    - FDI: 63.6%; DDI: 36.4%
  - **Sector**
    - Primary: 15.7%; Secondary: 53.5%; Tertiary: 30.8%
  - **Location**
    - Java: 46.5%; Outside Java: 53.5%

**Note:**
- Kurs 2010-2012: 1 USD = Rp 9,000; Kurs 2013: 1 USD = Rp 9,450; Kurs 2014: 1 USD = Rp 10,500
- *) Assumption: 2014 target is achieved
- Kurs 2015-2019: 1 USD = Rp 12,000 (RAPBN 2015)
## FDI Realization in Indonesia by Country

### FDI Realization in Indonesia by Origin Country in 2010-2014 USD Million
Excl. oil, gas, and financial sectors

<table>
<thead>
<tr>
<th>No</th>
<th>Country</th>
<th>Investment (USD Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Singapore</td>
<td>26,047</td>
</tr>
<tr>
<td>2</td>
<td>Japan</td>
<td>12,104</td>
</tr>
<tr>
<td>3</td>
<td>USA</td>
<td>7,392</td>
</tr>
<tr>
<td>4</td>
<td>South Korea</td>
<td>6,829</td>
</tr>
<tr>
<td>5</td>
<td>Netherlands</td>
<td>5,583</td>
</tr>
<tr>
<td>6</td>
<td>British Virgin Islands</td>
<td>4,399</td>
</tr>
<tr>
<td>7</td>
<td>UK</td>
<td>4,293</td>
</tr>
<tr>
<td>8</td>
<td>Malaysia</td>
<td>4,108</td>
</tr>
<tr>
<td>9</td>
<td>Mauritius</td>
<td>2,475</td>
</tr>
<tr>
<td>10</td>
<td>Hong Kong, PRC</td>
<td>2,044</td>
</tr>
<tr>
<td></td>
<td>Portugal</td>
<td>0,5</td>
</tr>
</tbody>
</table>

### Spain FDI Realization in Indonesia by Sector in 2010-2014 USD Million
Excl. oil, gas, and financial sectors

<table>
<thead>
<tr>
<th>No</th>
<th>Sector</th>
<th>Investment (USD Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Construction (68%)</td>
<td>38,48</td>
</tr>
<tr>
<td>2</td>
<td>Chemical And Pharmaceutical Industry (20%)</td>
<td>11,53</td>
</tr>
<tr>
<td>3</td>
<td>Mining (7%)</td>
<td>3,74</td>
</tr>
<tr>
<td>4</td>
<td>Trade (1%)</td>
<td>2,10</td>
</tr>
<tr>
<td>5</td>
<td>Services (1%)</td>
<td>1,78</td>
</tr>
<tr>
<td>6</td>
<td>Food Crops And Plantation (1%)</td>
<td>1,30</td>
</tr>
<tr>
<td>7</td>
<td>Hotel And Restaurant (1%)</td>
<td>1,27</td>
</tr>
</tbody>
</table>

**Description**

Source: BKPM, 2014.
### 7 (Seven) Business Priority For Investment

<table>
<thead>
<tr>
<th>Category</th>
<th>Industries/Products</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ELECTRICITY</strong></td>
<td>• 42 GW new additional Electricity Power Plant (7 GW + 35 GW)</td>
</tr>
</tbody>
</table>
| **LABOR INTENSIVE INDUSTRY** | • Textile Industry and Textile Product  
                               • Food and Beverages Industry                                                     |
| **VALUE ADDED (AGROINDUSTRY AND SMELTER)** | • Cocoa downstream industry  
                               • Sugar Industry  
                               • Smelter Industry  
                               • Aluminium Industry                                                                |
| **EXPORT ORIENTED INDUSTRY** | • Electronic products (Home appliances, Smartphone)  
                               • Crude Palm Oil and downstream industry (CPO, Oleofood, Oleo Chemical, Bio Diesel)  
                               • Rubber and rubber product (Crumb Rubber, Tyre Industry, Compound, Glove, etc)  |
| **IMPORT-SUBSTITUTION INDUSTRY** | • Basic Chemical (Petrochemical, Pharmaceutical, and Oil Refinery)  
                               • Iron and Steel Industry  
                               • Automotive component Industry  
                               • Livestock                                                                       |
| **TOURISM**                | • 16 Strategic Tourism Destinations  
                               • Meetings, Incentives, Conferences and Exhibitions (MICE)                           |
|                            | • 24 Sea toll programs (Seaport)  
                               • Ship building Industry  
                               • Cold storage  
                               • Fish Industry                                                                   |

*The Investment Coordinating Board of the Republic of Indonesia*
**Priority Business Fields For Investment:** Electricity

**Development Of Electricity Infrastructure 2015-2019:**

**42 GW** (7 GW initial plan, 35 GW new program (top down))

**by PLN**
- Power Plan: 17.4 GW
- Transmission: 50,000 kms
- Main station: 743 location

**CAPEX:** USD 45.42 BILLION

**by Private (IPP/PPP)**
- Power Plan: 24.6 GW
- Transmission: 360,000 kms

**CAPEX:** USD 36.25 BILLION

To support economic growth 7% on average in 2015-2019 with electricity demand growth 8.8% and electrification ratio at 97.2%

**Energy Utility in 2014**
- Coal: 54%
- Gas: 23%
- Hydro: 6%
- Diesel/Oil: 10%
- Geothermal: 5%

**Energy Utility in 2019**
- Coal: 65%
- Gas: 23%
- Diesel/Oil: 2%
- Geothermal: 5%
- Other renewables: 1%
Renewable Energy Potencies in Indonesia

- **Biomass**
  - Potential: 49,810 MW
  - Present: 1,716.5 MW

- **Wind energy**
  - Potential: 3-6 m/s
  - Present: 1,87 MW

- **Hydro**
  - Potential: 75,000 MW
  - Present: 7,572 MW

- **Solar energy**
  - Potential: 4.84 kWh/m²
  - Present: 42,77 MW

- **Ocean energy**
  - Potential of tidal power: 49 GW
  - Present: 0.01 MW (prototype)

- **Geothermal**
  - Potential: 28,543 MW
  - Present: 1,343.5 MW

Source: Ministry of Energy, 2014
The country is home to a biodiversity that is only second to Brazil, just to mention a few. These resources provide tremendous investment opportunities. Moreover, development potential is far from saturated, particularly in renewable energy.
<table>
<thead>
<tr>
<th>No</th>
<th>Commodity</th>
<th>Production</th>
<th>Location</th>
<th>World Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Crude Palm Oil</td>
<td>21.2 million tons (2013)</td>
<td>Sumatera, Kalimantan, Sulawesi, Papua.</td>
<td>1&lt;sup&gt;st&lt;/sup&gt;</td>
</tr>
<tr>
<td>2</td>
<td>Tin</td>
<td>63 thousand metric tons (2013)</td>
<td>Sumatera</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
</tr>
<tr>
<td>3</td>
<td>Rubber</td>
<td>3.1 million tons (2013)</td>
<td>Sumatera, Kalimantan</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
</tr>
<tr>
<td>4</td>
<td>Cocoa</td>
<td>740 thousand tons (2013)</td>
<td>Sulawesi, Sumatera, Java, Kalimantan, East Nusa Tenggara</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
</tr>
<tr>
<td>5</td>
<td>Copper</td>
<td>868 thousand metric tons (2011)</td>
<td>Papua, Maluku, Nusa Tenggara</td>
<td>5&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>6</td>
<td>Nickel</td>
<td>189 thousand metric tons (2011)</td>
<td>Sulawesi, Sumatera, Maluku, Papua</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
</tr>
<tr>
<td>7</td>
<td>Gold</td>
<td>105 metric tons (2011)</td>
<td>Kalimantan, Sumatera, Maluku, Papua</td>
<td>7&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
</tbody>
</table>

Total manpower in industrial sector in 2013 is 14.8 million people (13.43% from total manpower in Indonesia). It contributes only less than agriculture, trade and services.

<table>
<thead>
<tr>
<th>Sector</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
<td>41.21</td>
<td>41.33</td>
<td>41.61</td>
<td>41.49</td>
<td>39.33</td>
<td>38.88</td>
<td>38.07</td>
</tr>
<tr>
<td>Mining</td>
<td>0.99</td>
<td>1.07</td>
<td>1.16</td>
<td>1.25</td>
<td>1.47</td>
<td>1.60</td>
<td>1.42</td>
</tr>
<tr>
<td>Manufactured Industry</td>
<td><strong>12.37</strong></td>
<td><strong>12.55</strong></td>
<td><strong>12.84</strong></td>
<td><strong>13.82</strong></td>
<td><strong>14.54</strong></td>
<td><strong>15.37</strong></td>
<td><strong>14.88</strong></td>
</tr>
<tr>
<td>Electricity, Gas and Clean Water</td>
<td>0.17</td>
<td>0.20</td>
<td>0.22</td>
<td>0.23</td>
<td>0.24</td>
<td>0.25</td>
<td>0.25</td>
</tr>
<tr>
<td>Construction</td>
<td>5.25</td>
<td>5.44</td>
<td>5.49</td>
<td>5.59</td>
<td>6.34</td>
<td>6.79</td>
<td>6.28</td>
</tr>
<tr>
<td>Trade</td>
<td>20.55</td>
<td>21.22</td>
<td>21.95</td>
<td>22.49</td>
<td>23.40</td>
<td>23.16</td>
<td>23.74</td>
</tr>
<tr>
<td>Transportation</td>
<td>5.96</td>
<td>6.18</td>
<td>6.12</td>
<td>5.62</td>
<td>5.08</td>
<td>5.00</td>
<td>5.04</td>
</tr>
<tr>
<td>Finance</td>
<td>1.40</td>
<td>1.46</td>
<td>1.49</td>
<td>1.74</td>
<td>2.63</td>
<td>2.66</td>
<td>2.91</td>
</tr>
<tr>
<td>Services</td>
<td>12.02</td>
<td>13.10</td>
<td>14.00</td>
<td>15.96</td>
<td>16.65</td>
<td>17.10</td>
<td>18.21</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>99.93</strong></td>
<td><strong>102.55</strong></td>
<td><strong>104.87</strong></td>
<td><strong>108.21</strong></td>
<td><strong>109.67</strong></td>
<td><strong>110.81</strong></td>
<td><strong>110.80</strong></td>
</tr>
</tbody>
</table>

Source: Central Board of Statistics,
• The increasing trends of Indonesia’s imported industrial products and relatively constant on export of its industrial products, indicates the expanding of Indonesia domestic consumption during these past years.
• The domestic production on Automotives, Machinery, Chemicals, Steel, as well as Pharmaceuticals sub-sectors are still limited; therefore Portugal entrepreneurs can increase its business in Indonesia through Investment in Indonesia in those sub-sectors where currently Portugal has a strong competitiveness in the world.
Thirteen Priorities Industrial Development Focus

Mineral-Processing Industry
- Steel
- Coal
- Nickel
- Copper

Agricultural Processing Industry
- CPO
- Cocoa
- Rubber
- Food & Beverages

Labor Intensive and Market based Industries
- Textile
- Auto & Transport Eq.
- ICT
- Shipping
Government Programs on Infrastructure Development 2015-2019

42 GW ELECTRICITY POWER PLANT (7 GW + 35 GW)

15 NEW AIRPORT

14 NEW INDUSTRIAL ESTATES

1.000 KM OF TOLL ROAD

24 NEW SEAPORT

INFRASTRUCTURE DEVELOPMENT BANK

3.258 KM OF RAILWAYS

8 SPECIAL ECONOMIC ZONES

The Investment Coordinating Board of the Republic of Indonesia
PPP Infrastructure Projects

<table>
<thead>
<tr>
<th>NO</th>
<th>SECTOR</th>
<th>STATE BUDGET</th>
<th>REGIONAL BUDGET</th>
<th>STATE OWNED</th>
<th>PRIVATE</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Road</td>
<td>28.3</td>
<td>16.7</td>
<td>5.4</td>
<td>16.7</td>
<td>67.1</td>
</tr>
<tr>
<td>2</td>
<td>Railways</td>
<td>12.5</td>
<td>-</td>
<td>0.9</td>
<td>10.2</td>
<td>23.6</td>
</tr>
<tr>
<td>3</td>
<td>Sea Transportation</td>
<td>41.5</td>
<td>-</td>
<td>19.9</td>
<td>13.7</td>
<td>75.0</td>
</tr>
<tr>
<td>4</td>
<td>Air Transportation</td>
<td>7.1</td>
<td>0.4</td>
<td>4.2</td>
<td>2.1</td>
<td>13.8</td>
</tr>
<tr>
<td>5</td>
<td>Land Transportation (included ASDP)</td>
<td>4.2</td>
<td>-</td>
<td>0.8</td>
<td>-</td>
<td>5.0</td>
</tr>
<tr>
<td>6</td>
<td>City Transportation</td>
<td>7.5</td>
<td>1.3</td>
<td>0.4</td>
<td>0.4</td>
<td>9.6</td>
</tr>
<tr>
<td>7</td>
<td>Electricity</td>
<td>8.3</td>
<td>-</td>
<td>37.1</td>
<td>36.3</td>
<td>81.7</td>
</tr>
<tr>
<td>8</td>
<td>Energy (Oil and Gas)</td>
<td>0.3</td>
<td>-</td>
<td>12.6</td>
<td>29.3</td>
<td>42.2</td>
</tr>
<tr>
<td>9</td>
<td>Information Technology and Communication</td>
<td>1.0</td>
<td>1.3</td>
<td>2.3</td>
<td>18.6</td>
<td>23.2</td>
</tr>
<tr>
<td>10</td>
<td>Water Resources</td>
<td>23.0</td>
<td>5.7</td>
<td>0.6</td>
<td>4.2</td>
<td>33.4</td>
</tr>
<tr>
<td>11</td>
<td>Drinking water and waste</td>
<td>18.9</td>
<td>16.5</td>
<td>3.7</td>
<td>2.5</td>
<td>41.6</td>
</tr>
<tr>
<td>12</td>
<td>Housing</td>
<td>32.0</td>
<td>3.7</td>
<td>1.0</td>
<td>7.3</td>
<td>44.0</td>
</tr>
<tr>
<td></td>
<td><strong>Total Infrastructure</strong></td>
<td><strong>184.6</strong></td>
<td><strong>45.4</strong></td>
<td><strong>88.9</strong></td>
<td><strong>141.0</strong></td>
<td><strong>460.0</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Precentages</strong></td>
<td><strong>40.14%</strong></td>
<td><strong>9.88%</strong></td>
<td><strong>19.32%</strong></td>
<td><strong>30.66%</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

- According to the five years development plan (RPJMN) 2015-2019, in order to achieve economic growth of 7%, infrastructure investment from 2015-2019 should reach USD 460 Billion
- Central and Regional Government budget cover 50% of total investment need.
- Big opportunity for private investment participation (includes PPP): USD 141 Billion (30.66%)
Priority Business Fields For Investment: Indonesia Sea Toll Programs
(24 Seaport, consist of 5 hub ports and 19 feeder ports)

MARITIME LOGISTIC SECTOR REFORM TO SUPPORT “SEA TOLL” PROGRAM:
1. Port sector reform
2. Shipping sector reform
3. Dock yard sector reform
4. Navigation Aid sector reform
5. Logistic sector reform
6. Maritime education sector reform

Source: Bappenas, 2015

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The Investment Coordinating Board of the Republic

Priority Business Fields For Investment: Shipbuilding/Shipyard Industry

The projection ship construction for next five years in order to support Sea Toll Program

<table>
<thead>
<tr>
<th>No</th>
<th>Type of Investment</th>
<th>Number of Ships (Units)</th>
<th>Cost (USD Billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Procurement of Container Ship</td>
<td>88</td>
<td>1.9</td>
</tr>
<tr>
<td>2</td>
<td>Procurement of Pioneer Ship</td>
<td>120</td>
<td>1.2</td>
</tr>
<tr>
<td>3</td>
<td>Procurement of Dry Bulk Cargo Carrier Ship</td>
<td>70</td>
<td>1.7</td>
</tr>
<tr>
<td>4</td>
<td>Procurement of Liquid Bulk Cargo Carrier Ship</td>
<td>85</td>
<td>2.2</td>
</tr>
<tr>
<td>5</td>
<td>Revitalization of Passenger Ship</td>
<td>500</td>
<td>0.1</td>
</tr>
<tr>
<td>6</td>
<td>Revitalization of Ro-Ro Ship</td>
<td>55</td>
<td>1.1</td>
</tr>
<tr>
<td>7</td>
<td>Revitalization of Commercial Ship</td>
<td>500</td>
<td>3.9</td>
</tr>
<tr>
<td>8</td>
<td>Procurement of Patrol Ship</td>
<td>105</td>
<td>0.6</td>
</tr>
<tr>
<td>9</td>
<td>Procurement of Navigation and Environment Ship</td>
<td>51</td>
<td>0.6</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>1,574</strong></td>
<td><strong>13.4</strong></td>
</tr>
</tbody>
</table>

Source: Bappenas, 2015

- Since the introduction of Cabotage Principle in Indonesia, an increasing number of national fleet of 7,183 ships. 30% of it has more than 20 years old.
- If the assumption of ship lifetime about 30 years, then in the next 10 years the national shipping industry that have to replaced approximately of 2,154 ships.
Total Shipyard Industry ± 250 Companies

1. Production Capacity (per year)
   - New Building: ± 1,000,000 DWT
   - Repair: ± 12,000,000 DWT

2. The ability of facilities
   - New Building: s/d 50,000 DWT
   - Repair: s/d 300,000 DWT (Graving Dock)

Industry capabilities
- Can build up to capacity 1,500 DWT (± 80% dari total jumlah galangan)
- Can build above to capacity 10,000 DWT, 6 shipyard company
- Location: Concentrated on the island of Java, Sumatra, Kalimantan, Batam

Source: Ministry of Industry and Bappenas, 2015
**Priority Business Fields For Investment:** Iron and Steel Industry “Missing Middle Industry”

**INVESTMENT OPPORTUNITIES: INDONESIA STEEL INDUSTRY STRUCTURE**

- Until now, the domestic steel market is still in deficit. There is over demand both in the upstream, intermediate and downstream.
- Electricity and gas supply constraints are an obstacle for the production of the national steel industry.

<table>
<thead>
<tr>
<th>Country</th>
<th>Kg/Capita/Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDONESIA</td>
<td>52</td>
</tr>
<tr>
<td>Filipina</td>
<td>70</td>
</tr>
<tr>
<td>Vietnam</td>
<td>132</td>
</tr>
<tr>
<td>Malaysia</td>
<td>330</td>
</tr>
<tr>
<td>Australia</td>
<td>378</td>
</tr>
<tr>
<td>Japan</td>
<td>505</td>
</tr>
<tr>
<td>Taiwan</td>
<td>788</td>
</tr>
<tr>
<td>Singapore</td>
<td>879</td>
</tr>
<tr>
<td>Korea</td>
<td>1164</td>
</tr>
<tr>
<td>Asia</td>
<td>255.8</td>
</tr>
<tr>
<td>Europa Union</td>
<td>299.1</td>
</tr>
<tr>
<td>World</td>
<td>206.2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Production (ton)</th>
<th>Domestic consumption (ton)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>5.23</td>
<td>9.0</td>
</tr>
<tr>
<td>2011</td>
<td>6.01</td>
<td>9.7</td>
</tr>
<tr>
<td>2012</td>
<td>6.50</td>
<td>10.4</td>
</tr>
<tr>
<td>2013</td>
<td>6.50</td>
<td>11.1 – 11.4</td>
</tr>
<tr>
<td>2014 projected</td>
<td>9.50</td>
<td>11.6 – 12.2</td>
</tr>
</tbody>
</table>

**STEEL CONSUMPTION**

**NATIONAL STEEL PRODUCTION VS CONSUMPTION**

**Potential Locations**

The Investment Coordinating Board of the Republic of Indonesia

**INDONESIA PETROCHEMICAL INDUSTRY STRUCTURE**

**INDONESIA PETROCHEMICAL INDUSTRY (EXISTING CONDITION)**

Indonesia is still suffering an insufficient supply of petrochemical products (net importers)

### SUPPLY VS DEMAND (TON)

<table>
<thead>
<tr>
<th>No</th>
<th>Product</th>
<th>Supply</th>
<th>Demand</th>
<th>Deficit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ethylene</td>
<td>600.000</td>
<td>1.110.000</td>
<td>(510.000)</td>
</tr>
<tr>
<td>2</td>
<td>Propylene</td>
<td>700.000</td>
<td>950.000</td>
<td>(250.000)</td>
</tr>
<tr>
<td>3</td>
<td>Polyethylene</td>
<td>490.000</td>
<td>700.000</td>
<td>(210.000)</td>
</tr>
<tr>
<td>4</td>
<td>Polypropylene</td>
<td>540.000</td>
<td>1.000.000</td>
<td>(460.000)</td>
</tr>
<tr>
<td>5</td>
<td>Methanol</td>
<td>660.000</td>
<td>1.100.000</td>
<td>(440.000)</td>
</tr>
<tr>
<td>6</td>
<td>Benzene</td>
<td>440.000</td>
<td>520.000</td>
<td>(80.000)</td>
</tr>
<tr>
<td>7</td>
<td>Toluene</td>
<td>120.000</td>
<td>300.000</td>
<td>(180.000)</td>
</tr>
<tr>
<td>8</td>
<td>Paraxylene</td>
<td>770.000</td>
<td>950.000</td>
<td>(180.000)</td>
</tr>
<tr>
<td>9</td>
<td>Orthoxylene</td>
<td>110.000</td>
<td>200.000</td>
<td>(90.000)</td>
</tr>
</tbody>
</table>

**PRIORITY BUSINESS FIELDS FOR INVESTMENT: PETROCHEMICAL INDUSTRY**

**PETROCHEMICAL CLUSTER**

1. Anyer, Merak, Cilegon, Serang Province (Olefin Center)
2. Gresik, Lamongan, Tuban Dan Cepu – East Java (Aromatic Center)
3. Bontang Dan Balikpapan, East Kalimantan (Methane Center)
4. Cilacap – Central Java

**Note:** at least 2 (two) oil refineries with each a capacity of 300.000 barrel/day will be offered to private
High Importation on Pharmaceutical and Cosmetic sector

- During the last five years, the trade balance is always in deficit (on average of USD 174.6 million per year)
- In 2013, import value was reached USD 1.1 billion
- Raw material: 95% supplied by Import from China (60%), India (20%), Europe, and United States

Increasing on Indonesia healthcare expenditure in coming years

Indonesia healthcare expenditure is increasing with 13.9% per year, and it will be ever increasing with the existence of government programs such as Indonesia’s Health Card program, and National Healthcare Insurance, etc
Priority Business Fields For Investment: Textile Industry

Relocation industry to Indonesia

Sizes of Indonesia Textile Industry

- Number of Company: 2,930 company
- Of Manpower: 1,525,061 worker
- Production Volume: 6.2 million ton / USD 18.7 billion
- Utilization: 79 percent
- Export Volume / Value: 1.9 million ton / USD 12.5 billion
- Import Volume / Value: 1.9 million ton / USD 8.2 billion

Potential Location: Focus on Java Island

Industry cluster: West Java, Central Java, Gorontalo

INVESTMENT OPPORTUNITIES

- Indonesia has great potential in developing products garments, yarn, textile products as well as other man-made fibers.
- Focus investment: Garment products, Synthetic Fiber, and non-woven

Source: Ministry of Industry and Textile Association (2012)

The Investment Coordinating Board of the Republic of Indonesia
## Fiscal and Non Fiscal Incentives for Industry

### TAX HOLIDAY
- Tax Holiday incentive:
  1. Tax exemption for a period 5 to 10 years after a company or project begins commercial production (100% realization and have the permanent licence/IUT).
  2. Tax holiday may be granted for a maximum period of 10 (ten) of the Fiscal Year and at least 5 (five) Fiscal Year, commencing from the commencement of commercial production of the Fiscal Year. Following this period,
  3. Investors could be offered an additional 50% corporate income tax reduction for 2 years after the tax holiday period (12.5 % of income tax for 2 years).
- Tax holiday is offered for following pioneer industries:
  1. Manufacture of basic metal,
  2. Petroleum refining industry and/or organic basic chemical derived from petroleum and natural gas,
  3. Machinery.
  4. Industry of renewable resources,
  5. Manufacture of communication equipment
- The requirements are: minimum investment of Rp. 1 trillion (100 Million USD); have existed as a legal entity of Indonesia maximum of 12 months prior to the Regulation on Tax Holiday been issued (Maximum or less than 12 months); and must deposit at least 10% of the proposed investment in any Indonesian Bank.

### TAX ALLOWANCE
- Tax Allowance incentives:
  1. Reduction of net income for 30% from total amount of investment, charged in 6 year with each 5% per year.
  2. Depreciation and amortization accelerated to fixed intangible assets (building and non-building)
  3. Income Tax on dividends paid to foreign tax subject to 10% or a lower rate according to double taxation avoidance agreement
  4. Compensation for losses of more than 5 years but not more than 10 years.
  5. Tariff reduction on Income Tax
- Terms for the provision of tax allowance:
  1. This facility can be provided after the realization of investment tax payers at least 80% of capital investment plans.
  2. Tax facilities can also be used by a taxpayer who has received an investment license prior to the enactment of these changes, provided: minimum investment value of 1 trillion rupiah, and not yet commercial production (IUT)
- The tax allowance will be eligible for 129 business segments, including INFRASTRUCTURE

### IMPORT DUTIES FACILITY
- Exemption of Import Duties on Machines as well as Goods and Substances for Industrial Construction or Development in the Scope of Investments, provide:
  1. Exemption of import duty on machinery, goods and materials for business activities in the field of: Industries that produce goods and/or
  2. Industries that produce services (Tourism and Culture, Transportation / Communications for Public Transport Services, Public Health Services, Mining, Construction, Telecommunications Industry, automotive assembly, and Port).
  3. Import duty exemption is given as long as:
    1. Not yet produced domestically
    2. Produced in the country but do not meet the required specifications, or
    3. Have been produced within the country but not yet sufficient for industry needs.

### REGIONAL INCENTIVES
Keterangan:
* National Vital Object for Industry (OVNI)
** Not included as Industrial Associations member (HKI)
*** Sources: Ministry of Industri and Industry Association (processed)

- From 79 existing Industrial estates, more than 30% in outside West Java and Banten

**Location for Investment**

### FREE TRADE ZONES (4)
1. Sabang, Aceh
2. Batam, Bintan, Karimun (Kepulauan Riau):
   - a. Batam
   - b. Bintan (Bintan & Tanjung Pinang)
   - c. Karimun

### NORTH SUMATERA (3)
1. Medan Industrial Area*
2. Medan Star Industrial Estate*
3. Pulahan Seruai Industrial Estate

### WEST SUMATERA (1)
4. Padang Industrial Estate

### Riau (2)
5. Dumai Industrial Estate
6. Tanjung Buton Industrial Estate

### KAWASAN INDUSTRI (SASARAN: 14 DI LUAR PULAU JAWA)
1. Sei Mangkei, Sumatera Utara
2. Kuala Tanjung, Sumatera Utara
3. Tanggamus, Lampung
4. Ketapang, Kalimantan Barat
5. Landak, Kalimantan Barat
6. Jorong, Kalimantan Selatan
7. Batulicin, Kalimantan Selatan
8. Tapanuli, Sumatera Utara
9. Palu, Sulawesi Tengah
10. Morowali, Sulawesi Tengah
11. Bantaeng, Sulawesi Selatan
12. Konawe, Sulawesi Tenggara
13. Buli Halmahera Timur, Maluku Utara

### EXISTING SPECIAL ECONOMIC ZONES (8)
1. Sei Mangkei, Sumatera Utara
2. Tanjung Lesung, Banten
3. Palu, Sulawesi Tengah
4. Bitung, Sulawesi Utara
5. Morotai, Maluku Utara
6. Tanjung Api-Api, Sumatera Selatan
7. Mandailing, NTB
8. Maloy Batuta Trans Kalimantan, Kalimantan Timur

### RIAU ISLAND (11)
7. Batamindo Industrial Park*
8. Bintang Industrial Park
9. Kabil Integrated Industrial Estate*
10. Panbii Industrial Estate*
11. Puri Industrial Park 2000
12. Tunas Industrial Park
13. Union Industrial Park
14. West Point Maritime Industrial Park
15. Bintan Industrial Estate*
16. Latrade Industrial Park**
17. Putri Selaka Industrial Estate**

### BANGKEL BELITUNG (1)
18. Suge Industrial Area

### LAMPUNG (1)
19. Lampung Industrial Estate**

### EAST KALIMANTAN (3)
20. Kaltim Industrial Estate*
21. Kariangau Industrial Area
22. Delma Industrial Park

### SOUTH SULAWESI (1)
23. Makassar Industrial Area

### CENTRAL SULAWESI (1)
24. Palu Industrial Area

### CENTRAL JAVA (9)
39. Candi Industrial Area
40. Tugu Wisata Industrial Area
41. Terboyo Semarang Industrial Area
42. Wonogiri Industrial Area
43. Bugangan Baru Semarang Small Industry Community
44. Bukit Semarang Baru Industrial Park
45. Tanjung Emas Export

### BANTEN (11)
25. MGM Cikande Integrated Industrial Park
26. Modern Cikande Industrial Estate*
27. Cikupama Industrial Area & Warehousing
28. Millenium Industrial Estate
29. Bumi Serpong Damai Techno Park
30. Krakatau Industrial Estate
31. Cilegon Industrial Park (KIEC)**
32. Nikomas Gemilang Industrial Estate**
33. Langeng Sahabat Industrial Estate**
34. Pasar Kemis Industrial Estate**
35. Cencana Alam Industrial Estate**

### DKI JAKARTA (3)
36. Pulogadung Industrial Area
37. Nusantara Bonded Zone*
38. Cilandak Commercial Estate

### WEST JAVA (24)
53. Karawang International Industrial City Area*
54. Mitrakarawang Industrial Area
55. Surabaya Industrial City*
56. Daya Kencanasia Industrial Park (Artha Industrial Hill)
57. Lion Industrial Area
58. Kota Bukit Indah Industrial City 59. Bekasi International Industrial Estate 60. East Jakarta Industrial Estate*
61. Greenland International Industrial Centre
62. Jababeka Industrial Estate* 63. Gobel Industrial Area
64. Indonesia China Integrated Industrial Area 65. Lipopo Cikarang Industrial Park
66. Marunda Center
67. MM2100 Industrial Town – BEI 68. MM2100 Industrial Park

### INDICATION FOR NEW SEZ (TARGET: 7 IN OUTSIDE JAVA)
1. Papua (Merauke) ng
2. Pauwa Barat (Sorong, Teluk Tiongkok)
3. Sulawesi Selatan (Baru, Luluk)
4. Kalimantan Selatan (Batu Putih)
5. Kalimantan Selatan (Batu Putih)
6. Jawa Barat
7. Sumatera Barat (Padang-Pariaman)

**Additional Notes:**

- FREE TRADE ZONES (4)
- NORTH SUMATERA (3)
- WEST SUMATERA (1)
- Riau (2)
- KAWASAN INDUSTRI (SASARAN: 14 DI LUAR PULAU JAWA)
- RIAU ISLAND (11)
- BANTEN (11)
- DKI JAKARTA (3)
- CENTRAL JAVA (9)
- WEST JAVA (24)
- INDICATION FOR NEW SEZ (TARGET: 7 IN OUTSIDE JAVA)
Latest Trade Data for Indonesia-Portugal

- In 2014, trade between Indonesia and Portugal had a surplus of USD 104.3 million, a decrease of 10.10% from the trade surplus registered in 2013, when it was of USD 115.72 million.

- For the period of January to November 2015, trade between Indonesia and Portugal registered a surplus of USD 100.18 million, which represents an 8.84% increase in comparison to the same period in 2014, when the surplus was registered at USD 92.05 million.

- For the period between January and November 2015, the top 5 Indonesian non petroleum and gas products imported by Portugal were:
  - Footwear Uppers And Upper Parts, Except Stiffeners (640610) – USD 26.69 million
  - Artificial Staple Fiber Yarn (Except Sewing Thread), Not For Retail Sale, 85% Or More (Wt.) Of Artificial Staple Fibers, Single Yarn (551011) – USD 13.21 million
  - Technically Specified Natural Rubber (Tsnr) In Primary Forms Or In Plates, Sheets Or Strip (400122) – USD 11.43 million
  - Synthetic Staple Fiber Yarn (Except Sewing Thread), Not For Retail Sale, 85% Or More (Wt.) Of Polyesters, Single Yarn (550921) – USD 9.64 million
  - Rosin (380610) – USD 7.03 million

- For the same period, the Top 5 Portuguese non petroleum and gas products imported by Indonesia were:
  - Ethylene (290121) – USD 3.09 million
  - Parts Of Airplanes Or Helicopters, Nesoi (880330) – USD 3.05 million
  - T-Shirts, Singlets, Tank Tops And Similar Garments, Of Textile Materials Nesoi, Knitted Or Crocheted (610990) – USD 1.82 million
  - T-Shirts, Singlets, Tank Tops And Similar Garments Of Cotton, Knitted Or Crocheted (610910) – USD 1.78 million
  - Sinkers, Needles And Other Articles Used In Forming Stitches For Knitting Machines, Stitch-Bonding And Gimped Yarn Etc. Machines (844851) – USD 1.71 million
Thank You
Muito
Obrigado
Terima Kasih