

COPPER PRODUCTS

INDONESIAN COPPER PRODUCT IN THE WORLD

What Inside

Indonesia is endowed with rich natural resources including various metals and minerals. One of them is copper which has extensive usages from electrical to architectural. Indonesia also has one of the world's largest copper mines, providing the country with a potential to grow even stronger.

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Dear Valued Readers

We are glad that you are still willing to keep in touch with Export News magazine. Hopefully, you have found many useful insights for your business development from our previous editions in the past year. Providing you with updated information on Indonesia's best products remains our commitment for future issues.

In this December edition, Export News brings you Indonesian Copper products. The Copper sector is one of the biggest export contributors among manufacturing products. The export remained strong during the last global crisis, showing the products' firm position in the world market. Indonesian-made Copper products have been exported to many countries, including Japan, Malaysia, Thailand, Taiwan, South Korea, Vietnam, China, Singapore, Pakistan and Philippines, which are the major export destination countries. Significant export growth was also seen in several new markets, showing that Indonesia's share in the world Copper market still has a big room to grow. The Copper industry has played an important role in supporting the strong performance of electronic export.

Several global Copper brands have made Indonesia as their production bases for export-oriented Copper products. As Indonesia continues to show political stability and promising economic outlook, more and more Copper companies are expected to move their Copper production base to Indonesia. This certainly means that Indonesian Copper products will see stronger growth in its global market share.

In this edition, we provide our readers with a review of export performance of Indonesian-made Copper products. As we always do, the April edition also displays a list of the exporters. Overseas buyers are encouraged to contact them directly and establish a mutual cooperation.

Finally, we hope you enjoy reading this edition as much as you like our Copper products.

Thank you

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Copper-wire

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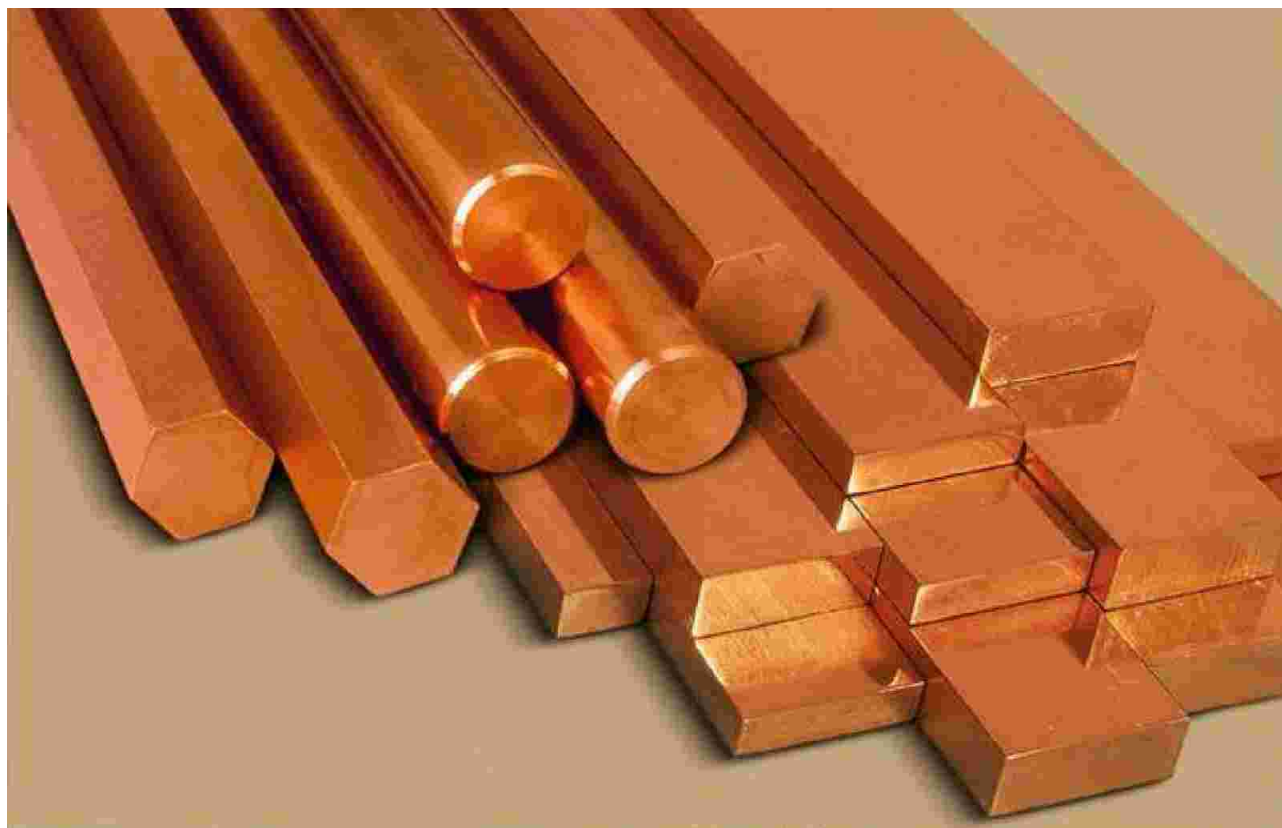
hot issue

Indonesia Copper Production

Copper is a very useful metal and has been used by mankind since the early civilizations. The metal is ductile with very high thermal and electrical conductivity. Pure copper is soft and malleable and has various usages including as a conductor

of heat and electricity, a building material, and a constituent of various metal alloys.

Indonesia is one of the world's largest copper producer with a production of 625,000 tons in 2011, according to the United States Geological



Survey (USGS)'s Mineral Commodity Summaries. Indonesia ranked as the world's sixth largest after Chile, Peru, the United States, China and Australia in 2011.

Actually, the trend of Indonesia's copper production is diminishing. Indonesia produced 1.16 million tons and 1.17 million tons in 2002 and 2003 respectively before showing the decreasing trend. The Top 12 copper producers have positive growth since 2002, or at least stable, except for Indonesia and Kazakhstan.

It is expected that the world has a base reserve of some 1.6 billion tons with some 950 million tons can be economically recovered. The USGS estimates that Indonesia has some 28 million tons of copper reserve.



Indonesia's largest copper reserve is located in the Grasberg Mine in Papua, the country's easternmost province. Operated by PT Freeport Indonesia (FI), this is the world's third largest copper mine as well as the world's largest gold mine. PT FI produces copper concentrate which also contains gold and silver in significant quantities.

PT FI is a subsidiary of Freeport McMoRan which has a 90.64 share in the Indonesian unit.

PT FI's gold sales fell by 25.1% while the copper sales dropped by 30.9%. The declining sales of gold and copper at PT FI were due to lower gold and copper production at PT FI's Grasberg mine. In the second quarter of 2012, PT FI only produced 173 million pounds of copper, down 33.7% year-on-year while gold production fell 29 percent to 230,000 troy ounces. The decline in sales and production of gold and copper at PT FI was due to work disruption taking place in the first quarter of 2012. However, the company managed to continue increasing its production up to normal operation. PT FI managed to increase ore processing from 114,000 metric tons of ore per day in the first quarter of 2012 to 179,500 metric tons of ore per day.

The increase in production is due to operations at the Grasberg mine near normal and elevated

operating in DOZ mine under the ground. Throughout the first half of 2012, PT FI has sold 317 million pounds of copper and 513,000 troy ounces of gold and produced 296 million pounds of copper and 459,000 troy ounces of gold.

When compared to the first half of 2011, sales fell 41.6% for copper while gold sales was down 34%. Production wise, copper production in the first half of 2012 fell 45.6 percent and gold production fell 40 percent.

PT FI is not the only copper producer in Indonesia. Another major producer is PT Newmont Nusa Tenggara (NNT), a unit of Newmont Mining Corporation. PT NNT is located in West Nusa Tenggara (NTB) province and has set production targets of 71,000 troy ounces of gold and 170.6 million pounds of copper in 2012.

These targets are actually lower than the initial ones of 144,000 troy ounces and 192 million pounds respectively after PT NNT laid off a number of its workers to reduce costs as the company is preparing a new mining phase.

In the first semester of 2012, PT NNT produced 90 million tons of copper and 40,000 troy ounces of gold.

In addition to Papua and NTB provinces, there is also considerably huge copper reserves in Maluku province which is being exploited by Australia-based Finders Resources which aims to reach a production

of 25,000 tons of copper by 2014 or 2015.

Finders' mine is located on Wetar Island with the miner has secured a funding of US\$138 million for the project. A mine plan has already been tested through a demonstration plant that ran between 2009 and 2010 and produced 5 ton of high grade copper cathode daily – 2,500 ton of copper in total.

That demonstration plant will be restarted and expanded to produce 7,000 tons per year as part of a two-stage program using equipment brought in from Australia in 2011 before reaching the planned peak production capacity.

The copper producers send some of their copper concentrates to smelter and refinery in Indonesia and the rest abroad to fulfill long-term commitment. Both PT FI and PT NNT send their concentrates to PT Smelter in Gresik, East Java, the only facility in Indonesia, to be processed further to be copper cathode.

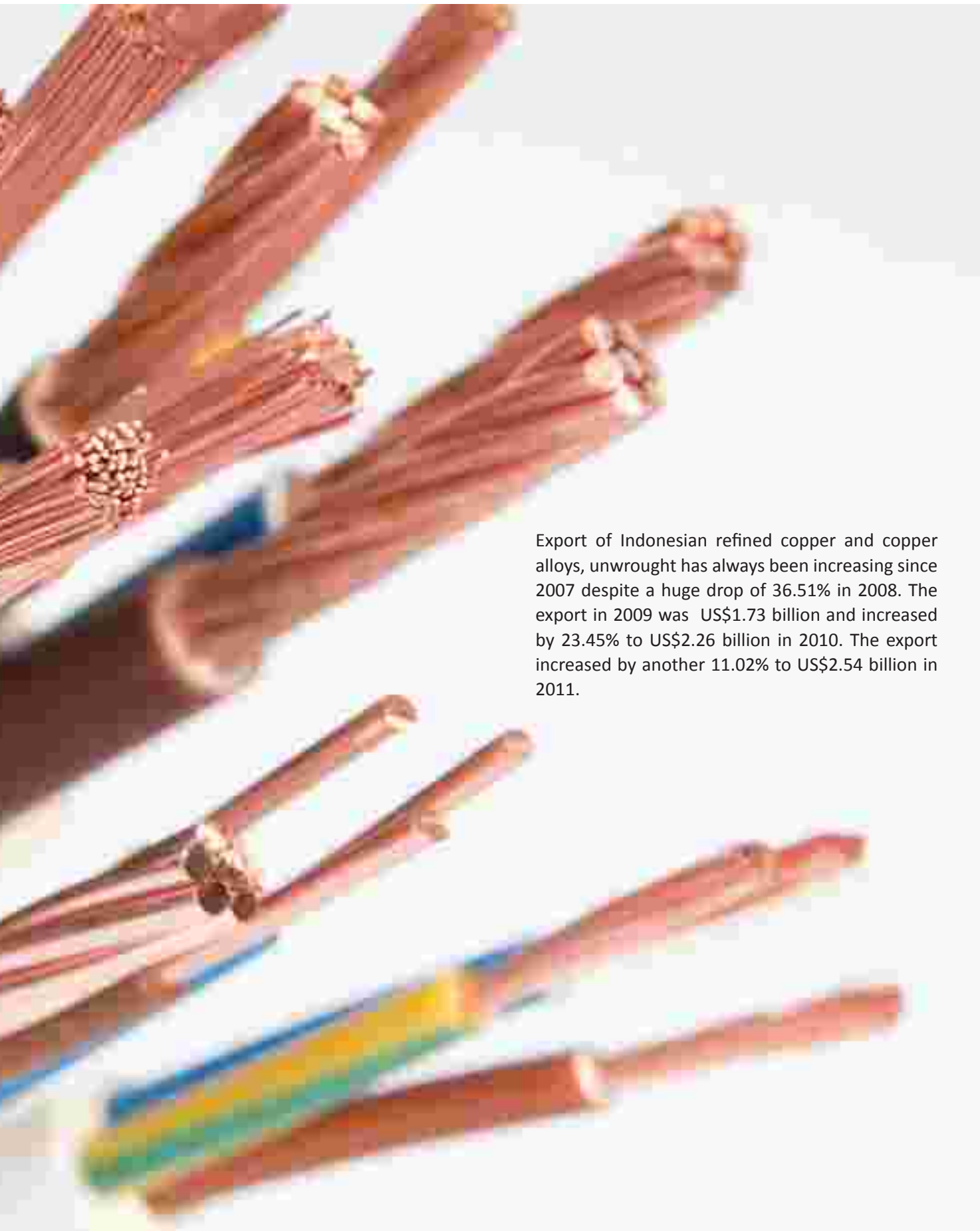
Certified to LME Grade A, the Gresik copper smelter and refinery has a capacity to produce 300,000 tons of copper cathode per year.

State-owned miner PT Aneka Tambang (Antam) also plans to build another copper smelter in the next five years with an anticipated budget of some US\$700 million. The need of more smelters is imminent as the Coal and Mineral Law prohibits the shipment of raw ore abroad and requires them to be processed in Indonesia to give further added value.



INDONESIAN EXPORT of Refined copper & alloys (no mast alloy), unwrought to the world





Export of Indonesian refined copper and copper alloys, unwrought has always been increasing since 2007 despite a huge drop of 36.51% in 2008. The export in 2009 was US\$1.73 billion and increased by 23.45% to US\$2.26 billion in 2010. The export increased by another 11.02% to US\$2.54 billion in 2011.

Market Review

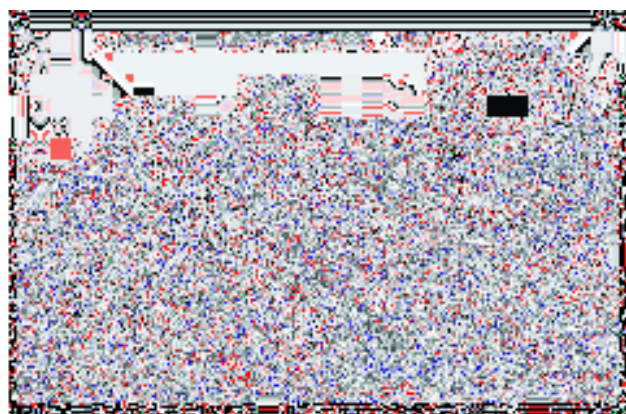
If we examine at the Indonesian import of Refined copper and copper alloys, unwrought, from the world, there is still a surplus for the country. Indonesia's imports in the 2007-2011 period fluctuated, with lower imports in 2007 and 2009. Imports in 2007 were US\$70 million but in 2008 the value increased by 86.54% to US\$520 million. Imports decreased sharply by 92.59% to US\$270 million. Production and an increase in the Indonesian domestic market rose again in 2010, marked by increased imports Cooper by 54.24% or up to U.S. \$ 0.59 billion, an increase was followed in 2011 by 13.24% or increased to U.S. \$ 0.68 billion.

Indonesian copper products that are being exported include:

• Other refined copper, unwrought
• Refined copper for cathodes and sections of cathodes
• Copper alloys for copper-tin base alloys (bronze)
• Copper alloys for copper-zinc base alloys (brass)
• Copper alloys for oth copper alloys (oth than master alloys of head.74,05)
• Refined copper for wire-bars
• Refined cooper for billets

Some of the main countries of export destination for Indonesian Refined copper and copper alloys, unwrought, are: Japan (52%), Malaysia (19.18%), Thailand (15.98%), Taiwan (3.47%), South Korea (2.70%), Vietnam (2.63%), China (2.09%), Singapore (0.04%), Pakistan (0.34%) and the Philippines (0.12%).

The world's total demand for Refined copper and copper alloys, unwrought, in 2011 was US\$72.59 billion. The world has seen increased demand for copper since 2007 despite a decrease in 2008 and 2009. Worldwide imports of copper in 2007 was US\$55.75 billion before slowing down by 0.79%



to US\$55.31 billion in 2008 and further drastically decreasing by 27.79% in 2009 due to the global financial crisis experienced by the many countries in the world. However, in 2010 the world economy started to recover that the world demand of Refined copper and copper alloys, unwrought, increased by 32.42% to US\$64.04 billion. World demand in 2011 rose by 11.78% to US\$72.59 billion.

The world exports of Refined copper and copper alloys, unwrought, in 2007 reached US\$56.66 billion, by more than 100 countries. Exports in 2008 decreased by 4.37% to US\$ 54.29 billion followed by another 16.10% decrease to US\$46.76 billion

in 2010. The decrease in copper trade was the result of the global crisis. In 2010 the world market condition began to improve with export of Refined copper and copper alloys, unwrought, increased by 32.41% to US\$69.18 billion and further increased in 2011 by 10.24% to US\$77.07 billion.

Countries which dominates the purchase of Refined copper and copper alloys, unwrought, in the world market were: China (34.70%), Germany (8.95%), USA (8.18%), Italy (7.81%), Chinese Taipei (5.82%), Rep.of Korea (4.46%), Turkey (4.31%), Thailand (3.00%), Brazil (2.85%) and Malaysia (2.81%).

China dominated the purchase of Refined copper and copper alloys, unwrought, due to the development of Chinese industrial products. China

is also an exporting country of Refined Cooper to the world market with a share of 1.93% and ranked as the 14th largest country of Refined copper exporting country.

There are more than 100 countries supplying Refined copper and copper alloys, unwrought, into the world market. The major players are Chile with a market share of 33.77% and followed by India (8.01%), Zambia (5, 28%), Japan (4.03%), Russia (3.79%), Peru (3.73%), Poland (3.56%), Indonesia (3.30%), Australia (2.78%) and Kazakhstan (2.39%).



LIST OF EXPORTERS

PERONI KARYA SENTRA, PT

Ngoro Industri Persada Blok K-5A,
Ngoro - 61385, Jawa Timur
Tel : (62-321) 618225
Fax : (62-321) 618220
Email : perono@indosat.net.id

Data Kontak:

- Liu A-Ho (Komisaris Utama)
Telepon: (62-321) 618225
- Liu Chia Hung (Direktur Utama)
Telepon: (62-321) 618225

Data Produk:

Line Pipe, Oth. Copper Alloys,
Shaft Bars of Iron or Non-alloy Steel

KARYA SUMIDEN INDONESIA, PT

Jl. Industri VI Kel Pasir Jaya,
Kecamatan Jatiuwung, Banten
Tel : (62-21) 59301678
Fax : (62-21) 59301678

Data Kontak:

- Fumiyooshi Kawai (Komisaris)
Telepon: (62-21) 59301678
- Kazuhiro Nanjo (Direktur)
Telepon: (62-21) 59301678

Data Produk:

Copper Wire

INDO BATAM EKATAMA, PT

Industrial Estate Batam Center Bolk A
No. 1,2,3
Batam Center, Kepulauan Riau
Tel: (62-778) 451831, 461832
Fax: (62-778) 461833
Email: pti

Data Kontak:

- Hon Sean Dan Tjong (Komisaris)
Telepon: (62-778) 461831
- Tjong Hon Khong (Direktur)
Telepon: (62-778) 461831

Data Produk:

Aluminium Waste and Scrap, Ferro
Products Obtained by Direct Reduction
of Iron Ore, Stainless Steel in Ingots or
Oth. Primary Forms, Wire-bars of Refined
Copper

STAINLESS STEEL PRIMAVALVE

MAJUBERSAMA, PT

Kawasan Industri dan
Pergudangan Cikupa Mas
Jl. Mitra Mas No. 2 RT/RW 11/04
Desa Talagasari
Kec. Cikupa - 11360 Jawa Barat
Tel : (62-21) 59406270
Fax : (62-21) 59406275
Email : mustika@spv-indo.com,
ratna.tan@spvmb.com
Website : www.spvmb.com

Data Kontak:

- Agus Purnadi Tjahjono (Komisaris)
Telepon: (62-21) 59406270
- Mustoko Ali Sasongko (Direktur)
Telepon: (62-21) 59406270

Data Produk:

Cast Articles of Iron/Steel, N.E.S, Oth.
Articles of Iron/Steel, Other Articles of
Copper, N.E.S., Table, Kitchen or Oth.
Household Articles & Parts Thereof,
of Iron/Steel

ANEKA TAMBANG TBK, PT

Gedung Aneka Tambang
Jl. TB. Simatupang No. 1
Lingkar Selatan, Tanjung Barat - 12530
D. K. I. Jakarta
Tel : (62-21) 7891234, 7812635
Fax : (62-21) 7812635, 7891224
Email : corsec@antam.com
Website : www.ancam.com

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Telepon: (62-21) 7891234
- Wisnu Askari Marantika
(Komisaris Utama)
Telepon: (62-21) 7891234

Data Produk:

Copper Ores And Concentrates,
Nickel Ores And Concentrates

GT KABEL INDONESIA TBK, PT

Wisma Sudirman 5th Floor,
Jl. Jend Sudirman Kav. 34 - 10220
D. K. I. Jakarta
Tel: (62-21) 5709020
Fax: (62-21) 5709028
Email: gtkabel@gtkabel.com,
overseasmarketing@gtkabel.com,
purchase@gtkabel.com
Website: www.gtkabel.co.id

Data Kontak:

- Herman Nursalim, MBA
(Direktur Utama)
Telepon: (62-21) 5709020
- Mulyati Gozali (Komisaris Utama)
Telepon: (62-21) 5709020

Data Produk:

Aluminium Bars, Rods and Profiles,
Copper Bars, Rods and Profiles, Stranded
Wire, Cables, Plaited Bands & the Like
of Aluminium, Stranded Wire, Cables,
Plaited Hands & the Like of Copper

SEPANJANG BAUT SEJAHTERA, PT

Jl. Dumar Industri 10 - 60182
Jawa Timur
Tel: (62-31) 7490860
Fax: (62-31) 7490885, 7481310
Email: company@spjbaut.com,
marketing@spjbaut.com
Website: www.spjbaut.com

Data Kontak:

- Heru Sulistia (Contact Person)
Telepon: (62-31) 7490860
- Haji Ali Suseno Andy (Contact Person)
Telepon: (62-31) 7490860

Data Produk:

Screw, Bolts and Nuts of Copper Articles

NEWMONT NUSA TENGGARA, PT

Jl. Sriwijaya No. 258, Mataram - 83126
Nusa Tenggara Barat
Tel: (62-372) 635318
Fax: (62-372) 635318, 633349
Email: ptnnt.public.relation@newmont.
com
Website: www.newmont.co.id

Data Kontak:

- Brian Hill (Direktur)
Telepon: (62-372) 635318

Data Produk:

Copper Mattes

DELTA JAYA MAS, PT

Desa Cangkir Km. 21, Driyorejo - 61177
Jawa Timur
Tel: (62-31) 7507175, 7507176
Fax: (62-31) 7507165
Email: nfo_djm@deltajayamas.com,
julita@deltajayamas.com
Website: www.deltajayamas.com

Data Kontak:

- Julita Hermawan (Contact Person)
Telepon: (62-31) 7507175

Data Produk:

Fittings for Fire Hoses of Copper Articles

SANCO INDONESIA, PT

Taman Meruya Blok M No. 11 Meruya
Utara, Kembangan - 11620 D. K. I.
Jakarta
Tel : (62-21) 58905070 (Hunting)
Fax : (62-21) 58905071
Email: info@sanco-indonesia.com,
linda.susanti@sanco-indonesia.com
Website: www.sanco-indonesia.com

Data Kontak:

- Erik Ridwan Santoso (Direktur Utama)
Telepon: (62-21) 58905070
- Linda Susanti (Asistant Manager)
Telepon: (62-21) 58905070
- Hendrik Wijaya Sc. (Contact Person)
Telepon: (62-21) 58905070

Data Produk:

Bakery Ovens, Includ. Biscuit Ovens,
Oth. Machinery (Bakery, Manufacture,
Confectionery, Brewery, Preparation,
etc); Parts, Other Articles of Copper,
N.E.S.

FREEPORT INDONESIA, PT

Plaza 89 Lantai 5,
Jl. HR. Rasuna Said Kav. X-7 No. 6 - 12940
D. K. I. Jakarta
Tel: (62-21) 2591818, 5225666
Fax: (62-21) 2591816, 2591945
Email: maliki_ibrahim@fmi.com
Website: www.ptfi.co.id, www.fcx.com

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- James R. Moffet (Komisaris Utama)
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Telepon: (62-21) 2591818
- Hilman Anshori (Contact Person)
Telepon: (62-21) 2591818
- Armando Mahler (Direktur Utama)
Telepon: (62-21) 2591818
- Siddarta Moersjid (Contact Person)
Telepon: (62-21) 2591818

Data Produk:

Copper Ores And Concentrates, Precious
Metal Ores and Concentrates

SMELTING, PT

SMELTING, PT D. K. I. Jakarta
Tel: (62-21) 5222808, 5222811
Fax: (62-21) 5229615, 5226688
Email: dukut@mmc.co.jp
Website: www.smelting.co.id

Data Kontak:

- Saptohadi (Contact Person)
Telepon: (62-21) 5222808
- Takeshi Nagano (Komisaris Utama)
Telepon: (62-21) 5222808
- Mineo Hayashi (Direktur Utama)
Telepon: (62-21) 5222808
- Diarot (Contact Person)
Telepon: (62-21) 5222808

Data Produk:

Cathodes & Sections of Cathodes of
Refined Copper, Oth. Refined Copper,
Sulphuric Acid; Oleum.

VOKSEL ELECTRIC TBK, PT

Menara Karya 3rd Floor, Suite D,
Jl. HR. Rasuna Said Block X - 5
Kav. 1 - 2 - 12950 D. K. I. Jakarta
Tel: (62-21) 57944622
Fax: (62-21) 57944649
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- Heru Gondokusumo (Marketing
Director)
Telepon: (62-21) 57944622
- Lucy Andayani (Marketing Export
Market)
Telepon: (62-21) 57944622
- Linawati (Corporate Secretary)
Telepon: (62-21) 57944622
- Leonard Saragih (Marketing Local
Market)
Telepon: (62-21) 57944622

Data Produk:

Aluminium Wire, Electrical Cables,
Insulated Wire, Cable & Insulated Electric
Conductors; Parts, Optical fibre cables,
Winding wire for electrical purposes, of
copper, insulated

KRISNA BRASS INDONESIA, PT

Jl. Diponegoro No. 85, Juwana - 59185
Jawa Tengah
Tel: (62-295) 471065, 471600
Fax: (62-295) 471300
Email: krisnakuningan@telkom.net,
krisnabrass@gmail.com

Data Kontak:

- Krisnawan Susanto (Komisaris)
Telepon: (62-295) 471065
- Riko Agus Susanto (Direktur Utama)
Telepon: (62-295) 471065

Data Produk:

Brasseries, Candle Holder of Iron/Steel,
Copper-zinc Base Alloys (Brass)

GARUDA METALINDO, PT

Kapuk Kamal Raya No. 23 - 14470
D. K. I. Jakarta
Tel: (62-21) 5553963 (Hunting)
Fax: (62-21) 5551440
Email: marketing@garudametalindo.com
Website: www.garudametalindo.com

Data Kontak:

- Joni Winarto (Marketing Ekspor)
Telepon: (62-21) 5553963
- Hendra Widjaja (Direktur Utama)
Telepon: (62-21) 5553963

Data Produk:

Screw, Bolts and Nuts of Copper Articles

SUPREME CABLE MANUFACTURING & COMMERCE Tbk, PT

Jl. Kebon Sirih No.71 - 10340
D. K. I. Jakarta
Tel: (62-21) 3100525 , 3101525
Fax: (62-21) 3152840, 31931119
Email: sccadm@cbn.net.id

Data Kontak:

- Elly Soepono (Direktur Utama)
Telepon: (62-21) 3100525
- Bayu Adiwijaya Soepono (Direktur)
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- Ir. Teddy Rustiadi (Direktur)
Telepon: (62-21) 3100525
- Erwin Suryo Rahardjo
(Komisaris Utama)
Telepon: (62-21) 3100525
- DR. Ir. Dewa Nyoman Adnyana
(Komisaris) Telepon: (62-21) 3100525

Data Produk:

Insulated Wire, Cable & Insulated Electric
Conductors; Parts, Stranded Wire, Cables,
Plaited Bands & the Like of Aluminium,
Stranded Wire, Cables, Plaited Hands &
the Like of Copper

WIREFORMS BATAM INDONESIA, PT

Lot 241 Jl. Kenanga Batamindo
Industrial Park,
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Tel: (62-770) 611702
Fax: (62-770) 611733
Email: wiremkk@indosat.net.id

Data Kontak:

- Ricky Sachdev, Mr (Komisaris Utama)
Telepon: (62-770) 611702
- Rajendar Rai, Mr (Direktur Utama)
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Data Produk:

Oth. Aluminium Wire, Oth. Articles of
Iron/Steel, Oth. Copper Alloys, Painted
Circuits



Australia (Canberra)

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Yarralumia A.C.T 2600, Australia
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Email : atdag-ind@kemendag.go.id

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Japan (Tokyo)

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Tokyo 1410022, Japan
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Fax : (+60-3) 21167908/ 21448407
Email : atdag-mys@kemendag.go.id

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KC The Hague, The Netherlands
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Fax : (+31-70) 364 3331
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