

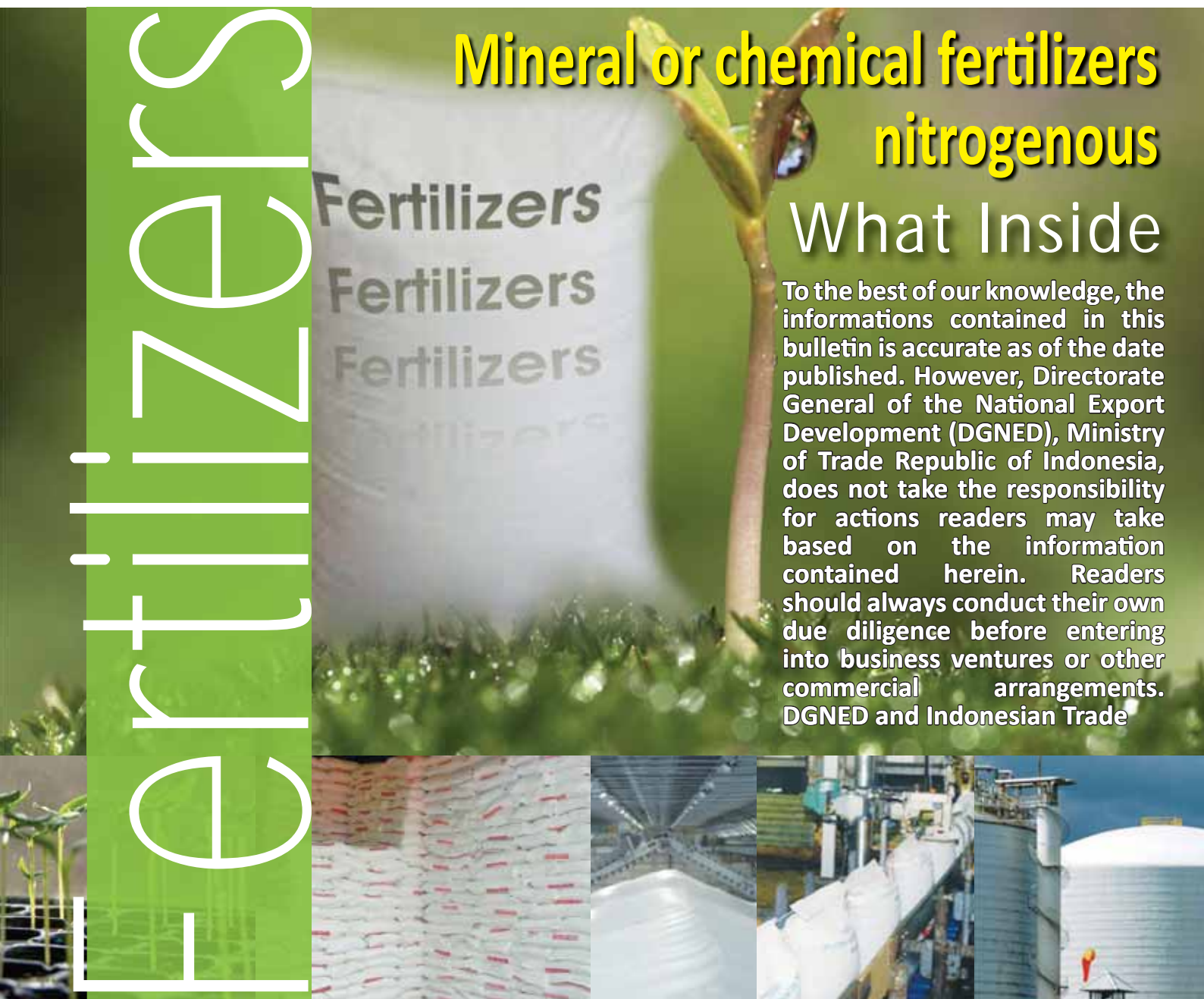


Fertilizers

Mineral or chemical fertilizers nitrogenous

What Inside

To the best of our knowledge, the informations contained in this bulletin is accurate as of the date published. However, Directorate General of the National Export Development (DGNEDE), Ministry of Trade Republic of Indonesia, does not take the responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. DGNEDE and Indonesian Trade



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Dear Valued Readers,

Welcome to the February issue of Export News. As promised, we will continue to update you with the latest information on the best products of Indonesia. In this edition, we feature one of the Indonesia's best product in the field of Fertilizer Product.

The Directorate General of the National Export Development, Ministry of Trade, always make every effort to promote quality export products of Indonesia, through domestic and overseas promotions. We have numerous promotional media to introduce Indonesian products. One of them is Export News, an English - language bulletin. In the February 2012 edition, Export News bulletin brings you to the information on Fertilizer products. The Fertilizer Product is one of Indonesia's potential products that we will promote through the Export News bulletin. The bulletin will be distributed to all Indonesian representatives abroad.

Speaking about the pride of Indonesian Fertilizer products, recently we already have started to see and experience the progress. Along with that, we believe the increase the progress of the Fertilizer industry will follow suit.

Thank You

In *this* issue



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LIST PRODUCTS

Oth prepared foods obtained of cereals or cereal products
Rice preparations, including pre-cooked rice
Prepared foods of mixtures of roasted or unroasted cereal flakes products
Prepared foods obtained by the swelling or roasting of cereals/cereal products
Bulgur wheat

hot issue

Indonesia has many natural resources includes ammonia, phosphate, and potassium. These Inorganic chemicals are used for raw material of fertilizer industry. Indonesia is 28th fertilizer exporter of the world.

Disaping itu sekarang di Indonesia sedang berkembang penggunaan pupuk organic. Berkembangnya penggunaan pupuk organic karena adanya perubahan pola konsumsi makanan, terutama untuk sayuran dan buah-buahan.

Banyak perusahaan UKM dan perguruan tinggi pertanian yang ikut mengembangkan pengolahan

pupuk organic serta melakukan research dalam pengembangan kualitas hasil pertanian, seperti pengembangan beras organic dan bermacam-macam buah-buahan organic seperti pepaya organic, nanas organic, mangga organic dan pisang organic. Semua ini berbasis pada penggunaan pupuk organic.

Pada hakekatnya semua ini dilakukan untuk mengganti penggunaan pupuk an-organic, sehingga dapat mengurangi pencemaran tanah dari penggunaan pupuk an-organic.

Indonesian Fertilizer Products

in the World Market



GENERAL OVERVIEW

Fertilizer is one of essential input in the production of food crops. Optimal fertilizer can contribute in efforts to increase agricultural productivity.

Fertilizers can be defined into 3 categories that is :

1. Material (organic and chemical)
2. Physical form (solids and liquids)
3. Contents (single composition, mixture composition, micro nutrients)

FERTILIZERS BASED ON MATERIAL

Based on the material source, there are two major groups of fertilizers:

1. Organic fertilizers or natural fertilizers

Organic fertilizers include all fertilizers are made from the remnants of metabolism or organs of animals and plants. Organic fertilizer is determined it is difficult, depending on the source; advantage is it can improve the physical condition of the soil as it helps the binding of the water effectively.

2. Chemical fertilizers or artificial fertilizers.

Chemical fertilizers are made through processing of mineral materials. Chemical fertilizers are usually more "pure" than organic fertilizers, which contain materials that can be measured.



FERTILIZERS BASED ON PHYSICAL FORM

Based on its physical form, fertilizers can be divided into solid and liquid fertilizers. Solid fertilizers usually can be applied into soil / growing medium, while the sprayed liquid fertilizer given to the plant body.



Market Review



FERTILIZERS BASED ON CONTENTS

There are two groups of fertilizers based on the content, that is: single fertilizer and compound fertilizer. Single fertilizer contains only one element, whereas compound fertilizer containing at least two elements are required.

A number of fertilizer products that have been marketed both domestically and export market include :

- a. Mineral or chemical fertilizers, nitrogenous
- b. Mixtures of nitrogen, phosphorous or potassium fertilizers
- c. Mineral or chemical fertilizers, potassic
- d. Animal or vegetable fertilizers in packages weighing more than 10 kg
- e. Mineral or chemical fertilizers, phosphatic

Indonesia has also produced a wide range of fertilizer products, which the nitrogenous fertilizer as the largest export commodity to the world.

INDONESIA EXPORTS

The trend of export value of Indonesia's fertilizer products to the world has shown increased by 24,1% per year in periods 2007-2011. The top five export destination countries of Indonesia's fertilizer products (HS 31) to the world in 2011 were Philippines, India, Australia, Thailand, and Viet Nam. Philippines was a biggest importer of fertilizer products (HS 31) which export value reached US\$ 92.344.404 or 21,33% followed by India with US\$ 48.201.597 (11,13%), Australia with US\$ 45.257.935 (10,45%), Thailand with US\$ 34.082.302 (7,87%) and Viet Nam with US\$ 33.160.860 (7,66%). From the top five of the main destination countries, only Viet Nam and Australia which have the biggest trend of the export value were 234,58% and 151,57% per year in periods 2007-2011.





The biggest export value of fertilizer products of Indonesia in 2011 were Mineral or chemical fertilizers, nitrogenous (HS 3102); Mixtures of nitrogen, phosphorous or potassium fertilizers (HS 3105); and Mineral or chemical fertilizers, potassic (HS 3104). From the third largest export value of fertilizer products, which had the highest trend significantly were Mixtures of nitrogen, phosphorous or potassium fertilizers (HS 3105) with 228,5% per year in periods 2007-2011 followed by Mineral or chemical fertilizers, potassic (HS 3104) with trend 45,14% per year. Philippines was the biggest importer of Indonesian Mineral or chemical fertilizers, nitrogenous (HS 3102) with import value reached US\$ 88.047.493 or 24,4% from Indonesia's total export of HS 3102 during 2007-2011 periods to the world followed by Australia reached by US\$ 42.845.407 (11,85%) has the highest trend value of 588%. While India's trend has decreased by 11.42%

in the same period, in which the value of imports from Indonesia in 2011 for the product of HS 3012 reached by U.S. \$ 36,597,737.

The Indonesia's export value of HS 3105 product reached by US\$ 50.753.043 in 2011 has the highest trend in periods 2007-2011. The biggest importer for Indonesia's HS 3105 product were Malaysia, reached by US\$ 11.585.913 with trend value in the amount of 748,5% per year in periods 2007-2011.

Meanwhile, The Indonesia's export value of HS 3104 product reached by US\$ 11.396.159 in 2011 has trend by 45,14% per year in periods 2007-2011. The biggest importer for Indonesia's HS 3104 product in 2011 were Malaysia reached by US\$ 5.681.012 with trend value in the amount of 40,3% per year in periods 2007-2011 followed by Australia reached by US\$ 2.036.828 with the trend 35,1 per year in the same period.





Indonesia's Manufacturer of Fertilizer

PT. PUPUK KALIMANTAN TIMUR

The main products of Pupuk Kaltim are urea and ammonia. Pupuk Kaltim expanded their product includes NPK Pelangi and Zeorganik. Trademarks of Pupuk Kaltim's Urea products are Mandau and Daun Buah. These products are marketed to various sectors, such as agriculture for subsidized urea and the non-subsidized sector covers the plantation and industrial markets. For the domestic market, Pupuk Kaltim has territory reached two-thirds of the Indonesian territory, including 14 provinces in the Eastern Indonesian region and 28 municipalities/regencies in East Java. Meanwhile, for the international market, Pupuk Kaltim is one of the leading suppliers in the Asia Pacific region. International market range reaches North and South America.

PT. PUPUK ISKANDAR MUDA

PT Pupuk Iskandar Muda works with strategies to fulfill the needs for fertilizers of urea in the western territory of Indonesia, which have the highest agricultural growth rate. PT Pupuk Iskandar Muda was built to fulfill the needs for fertilizer for the farmers and large plantation area in northern Sumatera (Aceh province, North Sumatera, West Sumatera, Riau and Riau Archipelago). PT Pupuk Iskandar Muda will also facilitate the export markets of surplus products to the neighboring countries since they are topographically close.

PT. ASIA KIMINDO PRIMA

PT Asia Kimindo Prima (AKP) provides fertilizers and industrial chemical products. AKP provides a wide range of fertilizers products, such as Urea, Ammonium Sulphate (ZA), Muriate of Potash (MOP), Rock Phosphate (RP), Kieserite, SP-36, TSP, Borax Pentahydrant, NPK, Dolomite, Provit, Copper Sulphate, and Zinc Sulphate.

PT. PUPUK SRIWIJAYA

As a manufacturer of fertilizer, the company produce urea and ammonia to fulfil the needs of the domestic agricultural sector and if the production is still insufficient, then the excess is sold to the industrial sector and or exported.

PT. PUPUK PETROKIMIA GRESIK

PT Petrokimia Gresik is a state-owned fertilizer manufacturer in Indonesia that produces the most complete variety of fertilizers, such as: Urea, ZA, SP-36, NPK, DAP, NPK, ZK and organic fertilizer that is Petroganik. The presence of PT Petrokimia Gresik is to support the Government increase national agricultural production. Trademarks of PT Petrokimia Gresik's products are Phonska and Kebomas



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