

Export News

INDONESIA

PAPER OF INDONESIA

WHAT'S INSIDE

Indonesia is a well-known paper producer and a major source for forest products. Various wood products can be further processed for added value, including paper products. Indonesia is known not only for its quality paper products but also for the producers' commitment for environmental sustainability.

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Dear Valued Readers,

The need for paper is indispensable in our daily life such as those used as tissue, for printing and many more. The current technology era has created competition to paper as a printing media for information medium but it is different for paper in other needs.

Paper production is increasing in line with the increased global population. The October edition of Export News is discussing Indonesian paper products. Indonesia is a country which is endowed with abundant natural resources for wood-based products, including paper products. When speaking about wood quality in the world, Indonesia has a quality which is recognized by various certificates.

Paper is not only recognized from its quality but also from the sustainability of its raw materials therefore most paper is produced from production forests with proper licenses.

This edition of Export News also contains the list of Indonesian paper producers which the readers can contact directly, the development of Indonesian paper trade and other information which the readers need to buy Indonesian products.

Thank You

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hot issue

PAPER IN DIGITAL ERA

Forest is a natural resource which provides various benefits for human's needs, both directly from wood such as furniture, wood-based handicraft and paper; and indirectly but retrieved from forest such as various types of plants which can be used as herbal medicines and food as well as products processed

from numerous animals living and growing in the forest.

If not taken care of properly, forest can also bring negative impact such as forest fire. Indonesia has experienced numerous forest fires which affect

the public health and industries processing forest products. Nevertheless, paper, as one of Indonesian products processed from the forest, has always experienced growth in the world's market. It is fair enough to declare paper as a truly Indonesian product because the raw material is from and processed in Indonesia. Having the benefits of supportive climate and land to cultivate trees in such a fast way in industrial forests, Indonesia plays a major role in the world's wood-based industries.

With the advent of digital technology, the shift to become paperless is a challenge for paper producers. Many businesses which used to utilize paper in their operations have moved to internet-based digital medium to provide fast and accurate information. The use of digital technology as a medium to convey information has affected paper industry. Weakening world's demand on paper products and lower economic growth in China also contributed to lower performance in the paper industry. Despite lower demands for paper to print magazine and newspapers, other demands experience increases such as packaging and tissue paper which are irreplaceable. The use of electronic media does not bring negative impact to paper industry as there are many people who enjoy reading and writing on paper. An experience the digital media cannot emulate.





PAPER OF INDONESIA



The world's total paper production was dominated by Asia at 45% or some 181 million tons, according to the Swedish Forest Industries' Federation – Fact and Figures 2014. Most of the products, however, are consumed locally. South America, which has much larger forests area than Asia, contributed only 5% or 20 million tons because the countries in this region are still focusing on supplying pulp, the raw material for paper.

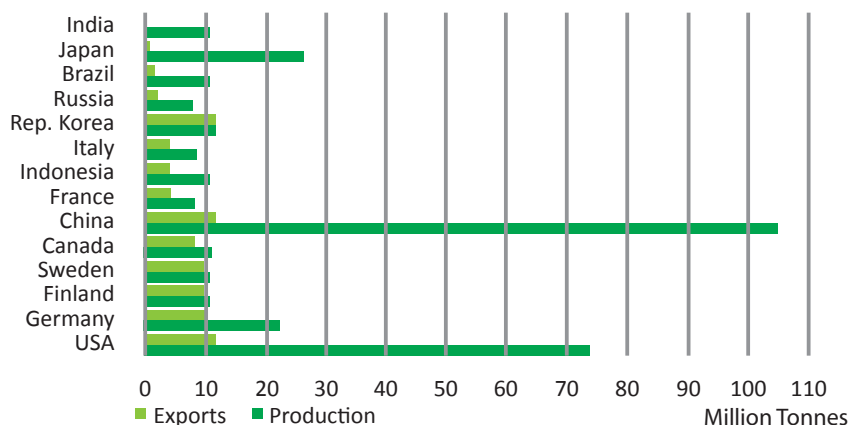
The huge paper production in Asia is due to China's massive productivity reaching some 100 million tons. The next countries with large paper production are the United States with 70 million tons and Japan with more than 20 million tons. Other countries,

including Indonesia, each produce between 8 million tons and 10 million tons.

Most of paper production is dominated by packaging paper at 51%, consisting of corrugated material at 37% and paperboard at 14%. The second largest group is writing and printing paper at 33% consisting of writing and printing paper at 26% and newspaper paper at 7%. Production for tissue paper is only 8% while other types of papers completed the round.

The graph below shows the production and export of paper from several leading producing countries in 2013.

Production and Exports of Paper 2013



Total World Production: 403 Million Tonnes (2012: 399 Million Tonnes)

Total World Exports: 111 Million Tonnes (2012: 110 Million Tonnes)

Source: PPI, CEPI

Market Review

With such a large paper production in Asia, the Indonesian Pulp and Paper Association (APKI) reveals that there is a trend of market shift for paper industry from North American and Scandinavian countries to the Asian market. In addition to higher economic growth in developing countries, other factors to support the growth in paper industry include increasing needs, demographic development and increasing population.

Indonesia has an edge in the competition of paper industry in the international market as it implements a certification program which guarantees that Indonesian wood-based products come from legally compliant sources to meet international standards. Another advantage Indonesia has is its climate which allows trees to grow faster.

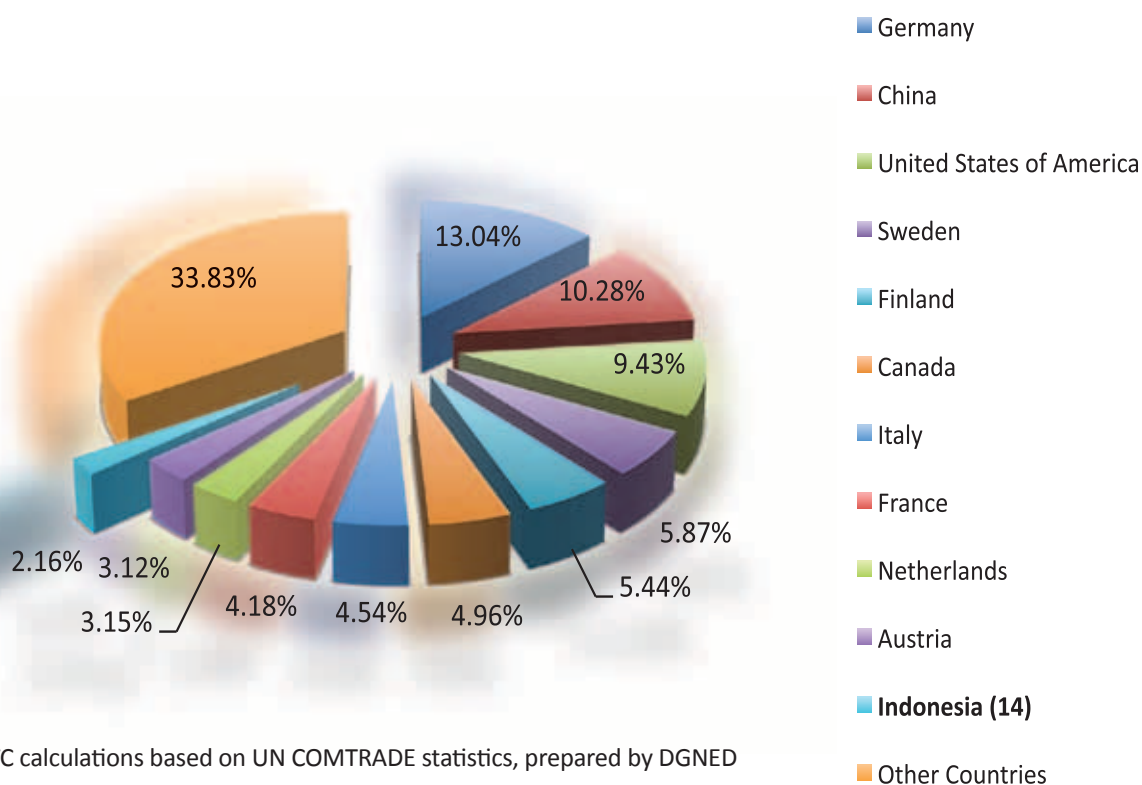
Indonesian export value is decreasing, nevertheless Indonesia is still being a big part of world's leading

paper producer countries as seen on the picture of market share of world's paper exporters in 2014.

Based on data from the Statistics Indonesia, the paper export in 2014 of US\$3.74 billion suffered from a 0.34% contraction from US\$3.76 billion in the previous year. Indonesian paper products are exported to various countries. The United States was the largest export destination with US\$425.74 million or 11.37% from Indonesia's total export to the world. The export to the US jumped significantly from US\$288.72 million in the previous year. Other major destination countries were Japan with share of 10.53%, Malaysia (7.40%), Vietnam (6.22%), and the United Arab Emirates (4.10%).

Just like export in 2014, there was a contraction of 2.51% in the first seven months of 2015 to US\$2.11 billion from US\$2.17 billion in the same period of 2014. The biggest export in this period was to

Market Share of World's Paper Exporters 2014



Source : ITC calculations based on UN COMTRADE statistics, prepared by DGNED

Japan at US\$236.18 million or 11.18% from the total export. Other major markets were the United States with 9.11%, Malaysia (7.22%), Vietnam (5.50%), and Saudi Arabia (4.93%). The export to Saudi Arabia enjoyed an increase of 40.53% from the same period in the previous year.

While export value contracted in the first seven months of 2015, the volume reached 2.51 million tons, increasing by 0.49% from 2.49 million tons in the same period in the previous year. Increasing export volume has made Indonesia to be confident to compete in the international markets to meet the world's demands on paper products. Export to several countries skyrocketed by more than 100% such as those to Azerbaijan, Algeria, American Samoa, Austria, Cook Islands, Cuba, Honduras, Iraq, Panama and Tonga. The jump was inline with the government's effort to diversify Indonesia's export

market by penetrating non-traditional markets in addition to the traditional ones.

Demands on packaging and tissue paper have helped the market for paper products to grow. The United States is one of the major destination countries for Indonesian tissue paper. In the United States, tissue paper is one the major consumer products. Indonesian major paper producer, Asia Pulp Paper (APP) have managed to penetrate the market in the United States by some 2% by cooperating with Solaris Paper which already has buyers network in restaurants, hotels, supermarkets. According to data from the Indonesian Trade Promotion Center in Los Angeles (ITPC LA), Indonesia is second after Canada in supplying tissue paper products grouped under HS 4803 with a market share of 25% in the United States. The export increased in late 2014. Indonesia's competitors in the market include China, Germany and Mexico.



LIST OF EXPORTERS

DIRGAHAYU, CV

Jl. Raya Waru No. 2, Kedungrejo, East Java 61256, Indonesia
 Phone : (62-31) 8532883
 Fax : (62-31) 8532883
 Product : *Carbon Paper, Self-copy Paper*

CHEKLE ART, CV

Perum BDB 2 Cendrawasih Blok AM No. 5, West Java 16913, Indonesia
 Phone : (62-21) 8764358, 2764759
 Fax : (62-21) 87913860, 8764758
 Email : chelle_art@yahoo.co.id
 Product : *Cartons, Boxes & Cases of Corrugated Paper or Paperboard, Case, Boxes, Crates, Drums & Similar Packing of Wood, Non-Elec Lamp & Lighting Fittings of Wood, Part of Lamps & Lighting Fittings of Wood, Wooden Handicraft*

ASIA PACIFIC FORTUNA SARI, PT

Jl. Pertigaan H. Dasim, Desa Cirarab - Kec. Legok, Banten 15820, Indonesia
 Phone : (62-21) 54261012 (Hunting)
 Fax : (62-21) 54260986
 Email : marketing@aspac.co.id, rafael.ruslandi@aspac.co.id
 Website : www.aspac.co.id
 Product : *Cleansing, Facial Tissue & Towel of Paper, Gloves, Mittens & Mitts*

KERTAS PADALARANG, PT

Jl. Cihaliwung No. 181, Kel. Kertamulya, West Java 40553, Indonesia
 Phone : (62-22) 6809315, 6809393
 Fax : (62-22) 6809284
 Email : office@kertas-padalarang.co.id, marketing@kertas-padalarang.co.id
 Website : <http://www.kertas-padalarang.co.id>
 Product : *Cigarette Paper, Paper Product, Printing Paper*

BUKIT MURIA JAYA, PT

Jl. Karawang Spoor Desa Purwadana, Kec. Teluk Jambe (PO BOX 54 KW), West Java 41300, Indonesia
 Phone : (62-267) 600168, 6000169, 600170, 601030
 Fax : (62-267) 600700, 601968
 Email : info@bmj-indonesia.com, ema.srimaryati@bmj-indonesia.com
 Website : www.bmj-indonesia.com
 Product : *Cigarette Paper*

PURA BARUTAMA, PT

Jl. AKBP Agil Kusumadya Km. 4 No. 203, Central Java 59347, Indonesia
 Phone : (62-291) 444361-5 ext. 1109
 Fax : (62-291) 444403, 444935, 440212
 Email : marketing@kudus.puragroup.com, marketing_wks@kudus.puragroup.com, ipul@kudus.puragroup.com
 Website : www.puragroup.com
 Product : *Bank Notes Paper, Bungs for Metal Drums; Bung Covers; Seals; Case Corners Protectors, Cartons, Boxes & Cases of Corrugated Paper or Paperboard, Cigarette Paper, Electronic Integrated Circuits & Micro Assemblies; Parts, Labels of Paper, Oth. Polymers of Vinyl Chloride, Printed or Illustrated Postcards, Sack Kraft Paper, Stamping Foils*

INDAH KIAT PULP AND PAPER Tbk, PT

Sinar Mas Land Plaza Menara 2 Lt.7, Jl. MH Thamrin No. 51 Gondangdia, Menteng, Jakarta 10350, Indonesia
 Phone : (62-21) 29650800 ext. 21661, 3929266
 Fax : (62-21) 3927685, 3162579, 3927685
 Email : cs_iks@app.co.id, melliany_wijaya@app.co.id, kurniawan_yuwono@app.co.id, margaretha_jonathan@app.co.id
 Website : www.asiapulppaper.com
 Product : *Chemical Wood Pulp, Soda or Sulphate Bleached, of Non-Coniferous, Duplex Paper, Greaseproof Paper, Kraft Liner Paper, Other Paper & Paperboard,*

Uncoated Paper And Paperboard of Other, Weighing 40 g/m2 or More But Not More Than 150 g/m2

RIAU ANDALAN PULP & PAPER (RAPP), PT

Jl. Teluk Betung (M.H.Thamrin) No. 31-32 Kebon Melati, Tanah Abang, Jakarta 10230, Indonesia
 Phone : (62-21) 3140479, 3923157, 3923539, 31930134, 39231
 Fax : (62-21) 3923157, 3923539, 3144604
 Email : sales@aprilasia.com
 Website : www.aprilasia.com
 Product : *Paper Product, Photocopy Paper*

SOPANUSA TISSUE AND PACKAGING

SARANASUKSES, PT
 Jl. Raya Ngoro No. 100 Km. 6, Desa Manduro Mangunggajah, Ngoro, East Java 61385, Indonesia
 Phone : (62-321) 619080, 619081, 619089, 619090, 619091
 Fax : (62-321) 619079, 619082, 617550, 619588
 Email : exportimport@sopanusa.co.id, kaber@sopanusa.co.id, scoord@sopanusa.co.id, m_export3@sopanusa.co.id
 Website : www.sopanusa.co.id
 Product : *Tissue Paper, Toilet Paper*

TOBA PULP LESTARI Tbk, PT

Uniplaza East Tower 7th Floor, Jl. Letjend. MT. Haryono No. A-1, North Sumatra 20231, Indonesia
 Phone : (62-61) 4532088, 4532155
 Fax : (62-61) 4573428, 4530967
 Email : investor_relation@tobapulp.com, Cindy@tobapulp.com
 Website : www.tobapulp.com
 Product : *Chemical Wood Pulp, Sulphite, Bleached, of Non-Coniferous, Paper Product*

PABRIK KERTAS TJIWI KIMIA Tbk, PT

Sinar Mas Land Plaza Menara 2 Lt. 9, Jl. M. H. Thamrin No. 51, Jakarta 10350, Indonesia
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 Fax : (62-21) 31935082, 3929276, 3929279, 31935082
 Email : paulina_paulina@app.co.id, deny_krisdiantoro@app.co.id, sugiyanto_sugiyanto@app.co.id, roselle_t_efendy@app.co.id
 Website : www.tjiwi.co.id, www.tjiwikimia.co.id
 Product : *Art Paper, Binders, Folders & File Covers of Paper or Paperboard, Coated Paper, Duplex Board, Excercise Book of Paper, Other Articles of Stationery, Other Paper & Paperboard, Photocopy Paper, Printed Books In Single Sheets, Whether or Not Folded, Printed or Illustrated Postcards, Shopping Bag of Paper*

KEDAWUNG SETIA CORRUGATED CARTON BOX INDUSTRIAL, PT

Jl. Mastrip No. 862, Warugunung - Karangpilang (PO BOX 286 SURABAYA 60001), East Java 60221, Indonesia
 Phone : (62-31) 7661971, 7661983
 Fax : (62-31) 7761983, 7661968, 7661368, 7662482
 Email : kscsb@indo.net.id, sales@kedawungsetia.com
 Website : <http://www.kedawungsetia.com>
 Product : *Cartons, Boxes & Cases of Corrugated Paper or Paperboard*

PINDO DELI PULP AND PAPER MILLS, PT

Sinar Mas Land Plaza Menara II Lantai 9, Jl. M. H. Thamrin No. 51, Jakarta 10350, Indonesia
 Phone : (62-21) 3929266, 3929267, 3929268, 3929269
 Fax : (62-21) 3926179, 3926203, 3929460, 3929461, 392768
 Email : kosim_sutiono@app.co.id, faisal_m_putra@app.co.id, pindo_deli@app.co.id
 Website : www.asiapulppaper.com
 Product : *Art Paper, Carbon Paper, Self-copy Paper, Cleansing, Facial Tissue & Towel of*

Paper, Coated Paper, Photocopy Paper, Tissue Paper

MULTI REZEKITAMA, PT

Jl. Cigagak No. 17 Desa Cipadung, Ujung Berung, West Java 40614, Indonesia
 Phone : (62-22) 7803811, 7801839 (Hunting)
 Fax : (62-22) 7803809
 Email : asturopaper@hotmail.com
 Product : *Fancy Paper, Paper Product*

ART STRAWBERRY, CV

Jl. Ringroad Utara, Selatan Kampus UTY Trini 08/18 Trihangga, Gamping, Yogyakarta 55291, Indonesia
 Phone : (62-274) 7444876, 7145934,
 Cell phone : (62-857) 25923197
 Fax : (62-274) 4362309
 Email : taskertas@yahoo.co.id, taskertas9@yahoo.com
 Website : <http://artstrawbery.com>, <http://taskertasbox.com/>
 Product : *Boxes of Paper, Handbags With Outer Surface of Other Material*

KERTAS LECES (PERSERO), PT

Jl. Raya Leces, East Java 67202, Indonesia
 Phone : (62-335) 680993 (Hunting)
 Fax : (62-335) 680954
 Email : marketing@kertasleces.co.id, leces@kertasleces.co.id
 Website : www.kertasleces.co.id
 Product : *Cartons, Boxes & Cases of Corrugated Paper or Paperboard, Newsprint paper, Printing Paper, Tissue Paper, Writing Paper*

MAESINDO MASANUSA, PT

Jl. Palembang Kartika No. 7, Bambu Apus, Jakarta 13890, Indonesia
 Phone : (62-21) 8452684,
 Cell phone: (62-813) 80136216
 Fax : (62-21) 8451249
 Email : info@maesindo-masanusa.com
 Website : www.maesindo-masanusa.com
 Product : *Coated Paper, Hospital Uniform, Safety Headgear of Furskin*

SOLO MURNI, PT

Jl. Ahmad Yani No. 378, Central Java 57143, Indonesia
 Phone : (62-271) 714505, 711044 (Hunting)
 Fax : (62-271) 717009, 720810
 Email : kiky@kiky.com, export@kiky.com
 Website : www.kiky.com
 Product : *Paper & Paperboard, Stationaries*

JAYA KERTAS, PT

Semut Megah Plaza, Jl. Stasiun Kota No. 26 Q/ Blok E-15, East Java 60161, Indonesia
 Phone : (62-31) 3520820 (Hunting), 5981706
 Fax : (62-31) 3538786
 Email : sales@jayakertas.com, purchasing@jayakertas.com
 Website : www.jayakertas.com
 Product : *Paper & Paperboard, Paper Product*

DRAGON PACK, PT

Jl. Pangeran Jayakarta No. 139 D-E, Jakarta 10730, Indonesia
 Phone : (62-21) 6012408, 6291096
 Fax : (62-21) 6495035
 Email : export@dragon-pack.com
 Website : www.dragon-pack.com
 Product : *Cartons, Boxes & Cases of Corrugated Paper or Paperboard, Placemat, Tissue Paper*

FAJAR SURYA WISESA Tbk, PT

Jl. Abdul Muis No. 30, Jakarta 10160, Indonesia
 Phone : (62-21) 3441316, 3448887, 3850126
 Fax : (62-21) 3457643, 3448889
 Email : recruitment@fajarpaper.com, legalfasw@fajarpaper.com
 Website : www.fajarpaper.com
 Product : *Cartons, Boxes & Cases of Corrugated Paper or Paperboard, Corrugated Paper, Duplex Board, Sack Kraft Paper*

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Phone : (+61-2) - 62508600, 62508654
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Website : www.kbri-canberra.org.au

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atdag@indonesia.nl
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Email : -
Website : www.mission-indonesia.org

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