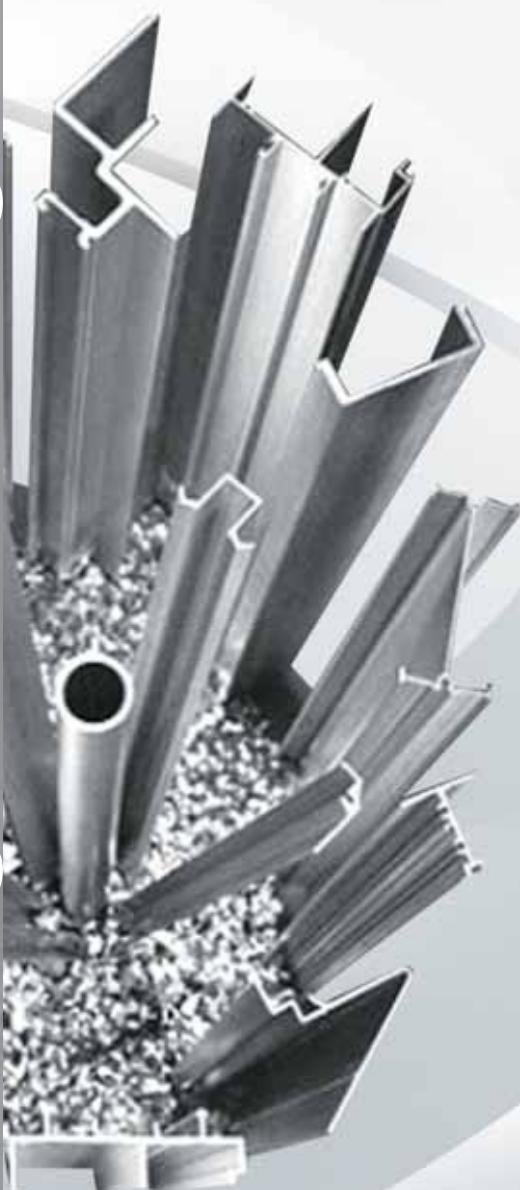


GROWING WITH GLOBAL MARKET

ALUMINIUM



What Inside

Indonesia has long supplied its aluminum and aluminum-based products to world's major market. Given the country's strong economic, more and more investment flowing in into the industry, making the manufacturers more and more ready to gain bigger market shares.

Advisor :
Gusmardi Bustami

Editor in Chief :
Indrasari Wisnu Wardana

Managing Editor :
RA. Marlana

Editors :
Sugiarti

Writer :
Karnaen Nafed

Design :
Karnaen Nafed

Editorial Addresses :
DIRECTORATE GENERAL FOR
NATIONAL EXPORT DEVELOPMENT
Ministry of Trade Republic of Indonesia
Jl. Ml. Ridwan Rais No. 5
Jakarta 10110 – Indonesia
Phone : +62 21 3858171
Fax : +62 21 23528652
Email : p2ie@kemendag.go.id
Website : <http://djpen.kemendag.go.id>

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NATIONAL EXPORT DEVELOPMENT
Ministry of Trade Republic of Indonesia

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Dear valued readers!

We meet again in the March 2012 edition of Export News. We believe that you have already planned most of your activities for the rest of the year. In this edition, the Directorate General Nasional for Export Development (DGNED), Ministry of Trade, Republic of Indonesia, features another important export commodity from Indonesia: Aluminum.

Aluminum export was one of the industries that was hit hard by the global financial crisis in 2008-2009. But, as the global economy begins to recover, the export has sharply increased by around 70 percent as of September 2010. Analysts and business players estimate that the increasing trend will remain occur in coming years.

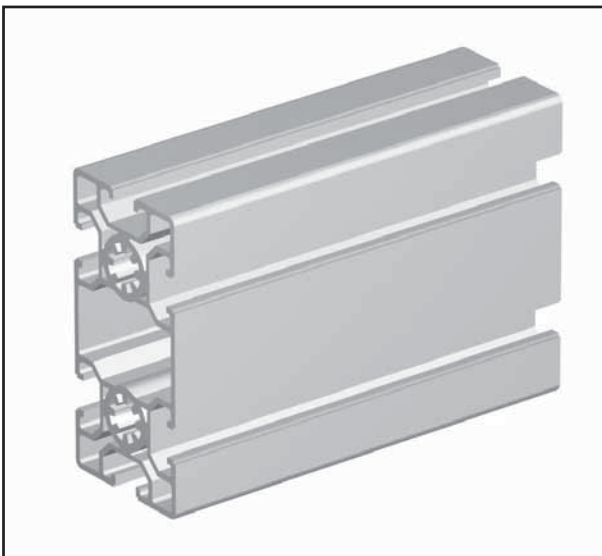
Indonesian aluminum industry is definitely well prepared to face this increasing global demand. The industry has long served the global customer of aluminum. In addition to this, several new alumina and aluminum smelter projects are underway. Once they are on stream, Indonesia's aluminum production capacity will increase significantly and will be even more ready to serve the global market.

This edition will feature Indonesia's aluminum industry profile, including its export performance and its outstanding products. We also attach the exporter addresses for you to contact and establish further cooperation afterward.

We expect all information provided in the bulletin will equip you with necessary information to grasp business opportunities in the next promising year.

Thank you

In *this* issue



Indonesia has long supplied its aluminum and aluminum-based products to world's major market. Given the country's strong economic, more and more investment flowing in into the industry, making the manufacturers more and more ready to gain bigger market shares.

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SOURCES:

1. Trade Ministry: www.depdag.go.id
2. The National Agency For Export Development: www.nafed.go.id
3. The Industry Ministry: www.kemenperin.go.id
4. The Investment Coordinating Board: www.bkpm.go.id
5. The Central Statistics Agency: www.bps.go.id
6. The Indonesian Commercial Newsletter www.datacon.co.id
7. The Jakarta Post: www.thejakartapost.com

hot issue

Silver-white metal aluminum is the world's second most used metal after steel. The metal is made from bauxite, a rock containing mixture of minerals with hydrated aluminum oxides, through several refining process involving high temperature. The bauxite is mined to produce alumina, which will further be refined into aluminum metal. Due to the metal nature, which is flexible, lightweight, recyclable, anti-corrosion, and electricity as well as heat conductor, Aluminum has been used widely

in many industries, including in transportation and packaging industries.

According to World Mineral Production 2006-2010, published by the British Survey Geology in 2012, Indonesia's bauxite production in 2010 was estimated at 27 million tons, or at the fourth place out of the world's production of 219 million tons. Australia was the top producer with 68.53 million tons, followed by Brazil with 32.02 million tons and China with 30 million tons while Guinea was fifth with 16.42 million tons.

Indonesia has shown an increasing trend of bauxite production with an estimated production of only 9 million tons in 2006 which then doubled to 16 million tons and 18 million tons in 2007 and 2008 respectively. The production was reduced in 2009 to 15 million tons due to lower demands resulting from the world economic crisis. The figure, however, almost doubled to 27 million tons in 2010.

All in all, Indonesian bauxite production has tripled in the 2006-2010 period, making the highest growth. China also showed an impressive growth by almost doubling its production from 18.98 million tons in 2006 to 30 million tons in 2010. Australia and Brazil showed incremental increase with Australia produced 61.78 million tons in 2006 while Brazil mined 23.23 million tons in 2006. On the other hand, Guinea showed an incremental decrease from 18.78 million tons in 2006 to 16.42 million tons in 2010.

Meanwhile, the United States Geological Survey's 2009 Minerals Yearbook shows that Indonesia's aluminum production was relatively constant at around 250,000 tons per year in the 2005-2009 period. Indonesia produced 252,000 tons in 2005 before falling slightly to 250,000 tons in 2006 and further reduction at 242,000 tons and 243,000 tons in 2008 and 2009 respectively due to slowing world's economy. The production increased to 250,000 tons in 2010.

The USGS Mineral Commodity Summary 2012 shows that in 2011, the world's production was estimated at 44.100 million tons with the Top 5 producers were China with 18 million tons followed by Russia in a distant second with a production of 4 million tons while Canada was third with 2.97 million tons, the US with 1.99 million tons and Australia was fifth with 1.93 million tons.

Indonesia, despite its huge bauxite production of 27 million tons in 2010, was only at the 24th place producing 250,000 tons of aluminum. The discrepancy might be due to the fact that most of Indonesia's bauxite production was exported as well as the lack of smelters.

INDON

It is fair enough to say that the Indonesian aluminum industry has promising outlook due to at least two reasons. First, the country has abundant resources of bauxite, which is the basic material for aluminum. Secondly, in line with the government's policy to develop more value-added products from Indonesia's mineral resources, more and more investment in alumina projects come to Indonesia, giving security supply for raw materials needed by the industries.

Data from the Energy and Mineral Resources Ministry shows that Indonesia's bauxite resources reaches 207.93 million tones with 23.99 million tones of them have been categorized as reserves. Areas with high bauxite reserves include Bintan Island in Riau Islands Province and West Kalimantan. Most of the mined bauxite has been exported but now the government encourages the miners to construct smelters in Indonesia so that they can supply the global market with higher value products. Several companies do follow the government's call.

State-owned mining company PT Aneka Tambang (Antam) in the past only exported its mined bauxite, but now the company is preparing at least two alumina projects in West Kalimantan. The company is actively conducting bauxite exploration in Mempawah, Landak, Munggu Pasir, and Tayan districts in West Kalimantan, where the company reportedly had spent Rp 1.52 billion for exploration cost as of October 2010.

"Antam aims to add value to its vast bauxite reserves and resources through the development of alumina projects", the company says in its website.

The two alumina projects being prepared by the Antam are the Tayan Chemical Grade Alumina

ESIAN ALUMINUM INDUSTRY PRESENTS PROMISING OUTLOOK

(CGA) project in Tayan, West Kalimantan and the Mempawah Smelter Grade Alumina (SGA) project in Mempawah, also in West Kalimantan.

The Tayan CGA project is expected to produce 300,000 tons of CGA per year with the total required investment amounting to US\$450 million. Antam has selected several companies for the project's EPC contractors. The project now is in the financing process and expected to begin the commercial operation in 2014.

The Mempawah SGA project is expected to produce 1 million ton of SGA per year. Antam estimates the project will cost US\$ 1 billion in investment. Antam plans to form a joint venture with Hangzhou Jinjiang Group of China to develop and operate the project. Antam is in a due diligence process to select EPC contractor and financing. The project is expected to begin its commercial operation in the second semester of 2014.

Beside the two projects, two foreign investors have pledged to spend US\$4 billion to build an aluminum smelter and its supporting infrastructure in East Kalimantan. The two companies, India's aluminum makers National Aluminum Company Ltd (NALCO) and the United Arab Emirates (UAE)-based Ras Al Khaimah Minerals and Metals Investment FZ LLC (RMMI), signed an agreement in 2008 to form a joint venture to build the smelter processing alumina into aluminum. The smelter is expected to begin its operation in 2013 and is designed to produce 500,000 tons of aluminum annually.

It was also reported that Russky Aluminy of Russia was considering to set up a refinery for bauxite or other non-ferrous metals, as well as supporting infrastructure such as power plants, with local partners, the outgoing Russian Ambassador to Jakarta Alexander A. Ivanov said. A few years ago, the firm expressed an interest to cooperate in the construction of a bauxite refinery to produce alumina, the material to make aluminum, with Antam. Investment in the Tayan facility is estimated to reach US\$1 billion, according to local media reports.

All the new investment is triggered by Indonesia's sound economy and political stability. The new alumina and aluminum projects are expected to contribute to the country's economic growth and, more importantly, to enable the domestic aluminum industry to serve its global customers better.



INDONESIA READY TO SERVE GROWING GLOBAL DEMAND OF ALUMINUM



A Aluminum world demand has recovered in 2010 after a sharp decline in the previous year. The world demand in 2009 was US\$2.36 billion, fell by 88.85% from US\$4.46 billion in 2008. The demand in 2010 increased by 28.49% to US\$3.30 billion and further increased by 18.88% to US\$4.08 billion in 2011.

In 2009, exports of aluminum from Indonesia to the world market fell by 64.17% percent to US\$527 million, after which then picked up in 2010 with an increase of 31.72% to US\$771.8 million. In 2011 the export further increased by 11.23% to US\$869.4 million.

As the world economy has begun to recover in 2010, industries using aluminum gradually increased their production, consequentially increasing the demand of aluminum. Data from the Trade Ministry showed that as of September 2010, the export of aluminum reached US\$569.5 million, representing an increase by around 70 percent from the same period a year earlier. The increase sent signals that the global aluminum demand was getting back on track to a normal level. Indonesian aluminum industry is ready to serve this growing demand.

Indonesian aluminum industry has long engaged with the global aluminum market. In the last five years, the average aluminum export from Indonesia reached US\$877.72 million with the average growth of 8.32 percent. The highest growth

was from 2005 to 2006 when the export increased by 44.62 percent, while the drop only occurred from 2008 to 2009, which was a crisis period, when the export declined by 28.18 percent.

Indonesia has exported its aluminum to more than 40 countries around the world with the two biggest export destination countries are Japan and China. Indonesian aluminum export to Japan and China reached US\$256.70 million (33.05 percent) and US\$255.65 million (32.91 percent, respectively, in 2009. Other major export destination countries include United States of America (8.06 percent); Singapore (3.76 percent); and Philippines (3.68 percent).

China may need a special attention as the country's import of aluminum from Indonesia has been increasing sharply in the last five years. In 2005, the aluminum export to China was only US\$28.54 million, lower than exports to the US (US\$80.07 million); Singapore (US\$42.28 million); and Malaysia (US\$46.91 million). At that time, aluminum export to China constituted only 4.48 percent of the total aluminum export from Indonesia. The export to China, however, has been constantly increasing in the following years. The export reached US\$255.65 million in 2009, making the country the second largest importer of Indonesian aluminum, constituting 32.91 percent of Indonesia's total aluminum export.

The massive industrialization in China has boost its domestic aluminum consumption. Analysts predict the situation will remain like this in the upcoming years, thus ensuring China to continue as a major export destination for Indonesian aluminum.

Amid increasing demand from China and other industrialized countries, there are plenty of questions on where Indonesia position is and to what extent the country's aluminum producers will be able to meet the global expectation and benefit from the increasing demand. The questions can be easily answered by evaluating how the industry has performed so far. Indonesian aluminum producers have been able to produce aluminum products suitable with the international market expectation and many Indonesian aluminum producers have supplied their products to major markets for long time.



Indonesian Aluminum AND ALUMINUM - BASED PRODUCTS

The Trade Ministry's data shows that Indonesia has exported 17 types of aluminum and aluminum-based products. The data shows that export of aluminum as industrial materials still dominated the total export. Among the materials, unwrought aluminum; aluminum ores and concentrates; aluminum plates, sheets, and strip are the highest contributors to the total export, contributing around 75 percent of the total figure.

Unwrought aluminum is aluminum metal obtained by casting without further hot or cold processing. Unwrought aluminum is available as ingots and billets. The commodity is further processed into wrought products for use in various end industries. As for the wrought aluminum, the process involve hot and cold working to shape the aluminum into specific form needed by customers. Unwrought aluminum is the biggest contributor to Indonesia's total aluminum export. From 2005 to 2009, the average export value from unwrought aluminum reached US\$372.47 million, contributing an average of 42.59 percent of the total export from aluminum and the aluminum-based products.

Products categorized under the aluminum ores and concentrates group was the second biggest contributor to the export value. The average export value of this category of aluminum reached US\$130.62 million from 2005 to 2009, contributing an average share of 14.6 percent. The export value from this commodity continued to increase. In 2005, the export was only US\$23.60 million, but the figure jumped to US\$249.71 million in 2009, representing well over 10-fold increase.

The third biggest contributor to the export was the aluminum product categorized under "aluminum plates, sheets and strip, of a thickness exceeding

0.2 mm". In the last five years, the product's average export value reached US\$127.96 million, contributing an average share of 14.41 percent of the total export.

Besides the three major products, Indonesia also exported downstream aluminum products, such as aluminum foil; aluminum table, kitchen, and household articles; aluminum wire; aluminum container; aluminum tubes and pipes; and many more.

Indonesian-made aluminum products are known because they are affordable, hygienist, and environment friendly. According to the Indonesian Commercial Newsletter (www.datacon.co.id), Indonesian aluminum industry has even been able to sell its products to world-class airline, Singapore Airlines. List of aluminum and aluminum-based products exported by Indonesia are presented in the table List of Aluminum Products Exported by Indonesia (2005-2009).

The list of aluminum and aluminum products exported by Indonesia is perfectly matched with another COMTRADE's data showing aluminum and aluminum products imported by the world's market. This shows that Indonesian aluminum and aluminum product manufacturers have been able to provide all types of products that needed the international demand both in quality and quantity.

Indonesian manufacturers began to compete with other Asian aluminum producers since 1980. Nowadays, many of the companies have been important suppliers for the world's aluminum consumers. According to the Indonesian Commercial Newsletter (www.datacon.co.id), there about 76 aluminum producers are operating in Indonesia, with many of them have secured

strong international reputation.

The most renowned aluminum companies from Indonesia must be PT Indonesia Asahan Aluminium (INALUM). The company operates an aluminum smelter in Kuala Tanjung, SeiSuka District, Batu Bara regency, around 110 kilometers from Medan, the provincial capital of North Sumatera. Located in an area of 200 hectares, the smelter is often regarded as the only aluminum smelter in Southeast Asia. Inalum's smelter produces 250,000 tons of aluminum ingots per year. As much as 150,000 tons or 60% of the total production is exported to Japan, while the remainder is distributed to the domestic market. Inalum also operates two hydro power plants to support its smelter operation.

Several other companies are focusing on developing aluminum sheet and aluminum foil. The aluminum sheet is produced from aluminum ingot and used as basic materials in kitchen and household equipment; electric equipment, construction material, and aluminum foil industries. Aluminum foil is aluminum sheet with thickness less than 0.15 mm. Aluminum foil is used among others in packaging and construction industries.

The Indonesian Commercial Newsletter (www.datacon.co.id) names PT Alumindo Light Metal Industry Tbk (ALMI), PT StarmasInti Aluminum Industry, PT Indo Aluminum Intikarsa, and several other companies as the major aluminum sheet and aluminum foil producers in Indonesia. These

companies and their products have earned international recognition. Take ALMI as an example. With aluminum sheet production capacity of around 70,000 tons per year, the company is known as the biggest producer both in Indonesia and Southeast Asia. The company reportedly will soon increase its production capacity. Another example is PT Indal Aluminum Industry whose aluminum sheet products have been exported to several export market, including Australia, Asia, and Europe. PT Indo Aluminum Intikarsa's aluminum foil has also been exporting its products to several countries, such as Australia, Malaysia, Philippines, Thailand, Singapore, Sri Lanka and Vietnam.

Given their international experiences, there is no doubt that Indonesian aluminum companies will be able to serve the growing global market of the aluminum. They are ready to do so, because they have understood the expectation of the international aluminum users. In addition to this, the government continues to take various efforts to develop proper infrastructure, such as power infrastructure and road, to support operation of domestic industries, including the aluminum manufacturers. The manufacturers' production is likely to get bigger in coming years as several other alumina plants are being prepared at the moment. These plants will enable the manufacturers to get more alumina supply, which is the raw material for the aluminum industries.

List of Aluminum Products Exported by Indonesia (2005-2009)

| Products | Shares (%) | | | | |
|---|------------|------------|------------|------------|------------|
| | 2005 | 2006 | 2007 | 2008 | 2009 |
| Unwrought aluminum | 47.89 | 49.47 | 45.78 | 37.44 | 32.39 |
| Aluminum Ores and Concentrates | 3.71 | 6.31 | 10.83 | 20.00 | 32.15 |
| Aluminum plates, sheets and strip, of a thickness exceeding 0.2mm | 13.80 | 15.89 | 17.33 | 13.93 | 11.12 |
| Aluminum bars, rods and profiles | 4.65 | 4.15 | 3.55 | 4.05 | 3.82 |
| Aluminum structures & part of structures | 3.36 | 3.13 | 3.31 | 3.06 | 3.65 |
| Aluminum foil of a thickness not exceeding 0.2mm | 5.08 | 3.71 | 3.64 | 3.34 | 3.62 |
| Aluminum table, kitchen, household articles | 5.27 | 4.07 | 3.02 | 2.75 | 3.38 |
| Aluminum wire | 2.23 | 1.73 | 2.40 | 2.03 | 2.24 |
| Aluminum container (cap <= 300l) | 3.30 | 2.90 | 3.00 | 2.13 | 1.85 |
| Aluminum tubes and pipes | 2.34 | 2.05 | 2.29 | 2.37 | 1.85 |
| Aluminum waste and scrap | 1.75 | 1.35 | 1.20 | 1.43 | 1.23 |
| Articles of aluminum | 1.31 | 0.70 | 0.79 | 0.84 | 1.22 |
| Aluminum stranded wire, cables, plaited bands, not elec insulated | 4.88 | 3.97 | 2.52 | 5.63 | 0.91 |
| Aluminum containers for compressed or liquefied gas | 0.19 | 0.12 | 0.11 | 0.23 | 0.40 |
| Aluminum powders and flakes | 0.16 | 0.24 | 0.18 | 0.18 | 0.09 |
| Aluminum reservoirs, vats & sim container (cap >300l) | 0.01 | 0.00 | 0.04 | 0.57 | 0.05 |
| Aluminum tube or pipe fittings | 0.05 | 0.21 | 0.01 | 0.01 | 0.03 |
| TOTAL (%) | 100 | 100 | 100 | 100 | 100 |

Source: ITC calculations based on COMTRADE statistics, prepared by NAFED

LIST OF EXPORTERS



PT.PRIMA ALLOY STEEL UNIVERSAL

Muncul 1, Gedangan Sidoarjo
Propinsi Jawa Timur, Indonesia 61254
Tel : 62-812-3533472
Products : Aluminium Alloy Wheels with Painted finishing, Chrome Plated Wheels, Gloss Black Lip Machine, etc.
Contact person : Mr. Mindjojo T

PT. SUPER EXA GRAHA

Jl. Pecenongan No. 72
Red Top Square Block B. No. 3A
Jakarta, 10120 Indonesia
Tel : (62-21) 350-0118 (Hunting)
Fax : (62-21) 350-2635
(62-21) 350-2706
Website : <http://www.superexagraha.com>

PTHP Metals Indonesia

Head Office :
GEDUNG BUMI MANDIRI 9 FLOOR #902
Jl. Basuki Rachmat 129-137
Surabaya 60271-East Java, Indonesia
Telp. : (62-31) 5356353
Fax. : (62-31) 5356360

Producer of "HP" Brand ALUMINIUM Alloy, Zinc Alloy BRONZE & BRASS Ingot, COOPER Wire Bar :

Ngoro Industri Persada Blok K-2
Kab. Mojokerto - East Java
Kawasan Berikat Ngoro Industri Persada Block H14
Kab. Mojokerto - East Java, INDONESIA
Telp. : 62-321-618899 (Hunting)
Fax. : 62-321-618900, 619086

Producer of ALUMINIUM EXTRUSION Products "SHOP FRONT, PIPES, DOOR & WINDOW, FURNITURE, etc :

Ngoro Industri Persada Blok M-1
Kab. Mojokerto - East Java, INDONESIA
Telp. : (62-321) 619277,
(62-321) 619278,
(62-321) 618924 (Export)
Fax. : (62-321) 619276

P.T. Molten Aluminium Producer Indonesia

Kawasan Industri Indoraisei Sector 1-A Block K-1
Cikampek, Jawa Barat 41373
Indonesia
Tel : (62-264) 350460
Web Site : www.asahiseiren.com

PT Damarus

Jl Kaji no 49 - Jakarta Pusat, Jakarta
Phone : (62-21) 63866340
Fax : (62-21) 6321080
E-mail : ernesthaliman@damarus.com
Contact person : Tn. Ernest Haliman

TBMJ General Trading

Surabaya - East Java. Indonesia
Mobile : 081703609006
Phone : (62-31) 60504900
E-mail : tbmj.faisal@gmail.com
Contact person : Mr. Faisal



Australia (Canberra)

Indonesian Embassy 8, Darwin Avenue,
Yarralumia A.C.T 2600, Australia
Phone : (+61-2) 62508654
Fax : (+61-2) 62730757
Email : atdag-aus@kemendag.go.id

Belgium (Brussels)

Indonesian Mission to the European Union
Boulevard De La Woluwe 38, B-1200
Brussel Belgium
Phone : (+32-2) 7790915
Fax : (+32-2) 7728190
Email : atdag-blx@kemendag.go.id

Canada (Ottawa)

Indonesian Embassy 55 Parkdale Avenue,
Ottawa, Ontario K1Y 1E5, Canada
Phone : (+1-613) 7241100 ext. 306
Fax : (+1-613) 7241105, 7244959
Email : atdag-can@kemendag.go.id

China (Beijing)

Indonesian Embassy Dongzhimenwai
Dajie No. 4 Chaoyang District
Beijing 100600, PR China
Phone : (0086-1) 65324748/ 3811340842
Fax : (0086-1) 65325368
Email : atdag-chn@kemendag.go.id

Denmark (Copenhagen)

Indonesian Embassy Orehøj Alle 1,
2900 Hellerup Copenhagen, Denmark
Phone : (+45) 39624422 ext. 215
Fax : (+45) 39624483
Email : atdag-dnk@kemendag.go.id

Egypt (Cairo)

Indonesian Embassy 13,
Aisha EL Temoria St. Garden City
P.O. BOX 1661 Cairo
Phone : (+20-2) 7944698/ 7947200/ 9
Fax : (+20-2) 7962495
Email : atdag-egy@kemendag.go.id

France (Paris)

Indonesian Embassy 47-49,
Rue Cortambert 75116 Paris, France
Phone : (33-1) - 450302760 ext. 418,
45044872
Fax : (33-1) - 45045032
Email : atdag-fra@kemendag.go.id

Germany (Berlin)

Indonesian Embassy
Lehter Strasse 16-17 D-10557 Berlin
Federal Republic Germany
Phone : (+49-30) 4780700
Fax : (+49-30) 47807209
Email : atdag-deu@kemendag.go.id

India (New Delhi)

Indonesian Embassy 50-A Chanakyapuri,
New Delhi, 110021 India
Phone : (+91-11) 6114100
Fax : (+91-11) 6885460/ 6886763
Email : atdag-ind@kemendag.go.id

Italia (Rome)

Indonesian Embassy Via Campania 55, 00187
Rome - Italia
Phone : (+39-06) 4200911/ 42009168
Fax : (+39-06) 4880280/ 42010428
Email : atdag-ita@kemendag.go.id

Japan (Tokyo)

Indonesian Embassy 5-2-9, HigashiGotanda
Shinagawa-ku,
Tokyo 1410022, Japan
Phone : (+81-3) 34414201/ 34470596
Fax : (+81-3) 34471697
Email : atdag-jpn@kemendag.go.id

Malaysia (Kuala Lumpur)

Indonesian Embassy No. 233 Jalan Tun Razak
50400 Kuala Lumpur, Malaysia
Phone : (+60-3) 21164000/ 21164067
Fax : (+60-3) 21167908/ 21448407
Email : atdag-mys@kemendag.go.id

Netherlands (Den Haag)

Indonesian Embassy 8, Tobias Asserlaan 2517
KC The Hague, The Netherlands
Phone : (+31-70) 310 8115
Fax : (+31-70) 364 3331
Email : atdag-nld@kemendag.go.id

Philippines (Manila)

Indonesian Embassy 185,
Salcedo Street Legaspi Village, Makati City
Metro Manila 1229, Philippines
Phone : (+63-2) 8925061/ 68
Fax : (+63-2) 8925878/ 8674192
Email : atdag-phl@kemendag.go.id

Russia (Moscow)

Indonesian Embassy Apt. 76, Entr. 3
Korovy val 7 Moscow 119049, Rusia
Phone : (+7-495) 2385281
Fax : (+7-495) 2385281
Email : atdag-rus@kemendag.go.id

Saudi Arabia (Riyadh)

Indonesian Embassy
Riyadh Diplomatic Quarter P.O. Box 94343
Riyadh 11693 Kingdom of Saudi Arabia
Phone : (+966-1) 4882800/ 4882131
ext. 120
Fax : (+966-1) 4882966
Email : atdag-sau@kemendag.go.id

Singapore (Singapore)

Indonesian Embassy 7 Chatsworth Road,
Singapore 249761
Phone : (+65) 67375420/ 68395458
Fax : (+65) 67375037/ 67352027
Email : atdag-sgp@kemendag.go.id

South Korea (Seoul)

Indonesian Embassy 55 Yoido-dong
Youngdeoungpo-Ku Seoul 150-010,
South Korea
Phone : (0082-2) 7835371/ 7/ 7827750
Fax : (0082-2) 7804280/ 7837750
Email : atdag-kor@kemendag.go.id

Spain (Madrid)

Indonesian Embassy 65, Calle de Agastia,
Madrid 28043 Spain
Phone : (+34-91) 4130294
Fax : (+34-91) 4157792
Email : atdag-esp@kemendag.go.id

Switzerland (Geneva)

Indonesian Mission on The United Nations And
Other International Organizations 16, Rue de
Saint Jean 25,
1203 Geneva, Switzerland
Phone : (+41-22) 3455733
Fax : (+41-22) 3383397
Email : atdag-che@kemendag.go.id

Thailand (Bangkok)

Indonesian Embassy 600-602 Pitcburi Road,
Rajthevi Bangkok 10400, Thailand
Phone : (+66-2) 2551264/ 2523135 ext.123
Fax : (+66-2) 2551264/ 2551267
Email : atdag-tha@kemendag.go.id

United Kingdom (London)

Indonesian Embassy 38 Grosvenor Square
London W1K 2HW, United Kingdom
Phone : (+44-20) 72909613/ 74997881
Fax : (+44-20) 74957022
Email : atdag-gbr@kemendag.go.id

United States (Washington DC)

Indonesian Embassy 2020 Massachusetts
Avenue, N.W. Washington D.C. 20036 USA
Phone : (+1-202) 7755350/ 7755200
ext. 350
Fax : (+1-202) 7755354/ 7755365
Email : atdag-usa@kemendag.go.id

Indonesian Economic and Trade

Office Taipei

Address : Indonesian Economic and Trade
Office to Taipei
Twinhead Bld 6F No. 550
Rui Goang Road, Neihu District
Phone : (886-2)-87526170 ext. 15
Fax : (886-2)-87423706
Email : kakdei-twn@kemendag.go.id
Website : <http://www.kemlu.go.id/beijing>

Consulate General of the Republic of Indonesian in Hongkong

127-129 Leighton Road, 6-8 Keswick
Street,100600, P.R. Cina
Phone : (852) - 28904421 - 28902481
Fax : (852) - 28950139
Email : kondag-hkg@kemendag.go.id
Website : <http://www.kemlu.go.id/beijing>

Indonesian Trade Promotion Centre (ITPC)

Barcelona

Calle Aribau 250 BJ, Lantai dasar 08006
Barcelona - Espana
Phone : +34 934111662
Fax : +34 934146188
Email : itpcbcn@yahoo.com
Website : -

Budapest

Bajcsy Zslnszky ut 12, 1st floor No. 101
Budapest 1051
Phone : (36-1) 3176382
Fax : (36-1) 2660572
Email : inatrade@itpc-bud.hu
Website : -

Busan

#103 Korea Express Building 1211-1
Choryang Dong, Dong-Gu Busan, South Korea
(Part Of 1st Fl, Korea Express Building)
Phone : 82-51 4411708
Fax : 82-51 4411629
Email : itpc-kor@depdag.go.id
Website : -

Chennai

Ispahani Center - 3rd floor 123/124,
Nungambakkan High Road, Chennai
India 600034
Phone : 91-44 42089196
Fax : 91-44 42089197
Email : itpcchennai@yahoo.com
Website : www.itpcchennai.com

Chicago

70 West Erie Street, 3rd Floor
Chicago, Illinois 60610 USA
Phone : +312 6402643
Fax : +312 6402648
Email : -
Website : -

Dubai

Al Masraf Tower 4th floor, # 403 Baniyas
Street Deira PO. Box 41664, Dubai UAE
Phone : (971-4) 2278544
Fax : (971-4) 2278545
Email : itpcdxb@emirates.net.ae
Website : www.itpcdxb.ae

Hamburg

Multi Buro Servise Glockengisserwall 1720095
Hamburg - Germany
Phone : (49-40) 33313333
Fax : (49-40) 33313377
Email : inatrade@itpchamburg.de
Website : -

Jeddah

The Consulate General of the Republic of
Indonesia Jeddah Al-Mualifin St. Al-Rehab
District / 5. Po Box 10, Jeddah 21411
Kingdom of Saudi Arabia
Phone : +966-2 6711271
Fax : +966-2 6730205
Email : itpc.jed09@gmail.com;
sahudi1@gmail.com
Website : -

Johanesburg

Suite 02/E1,2nd floor, Village Walk Sandton
PO. Box 2146, RSA Johannesburg X 9916
South Africa
Phone : (27-11) 8846240
Fax : (27-11) 8846242
Email : itpc@itpcjhb.ca.za
Website : -

Lagos

5, Anifowoshe Street, Victoria Island,
Lagos - Nigeria
Phone : +234-1 4619865/461 9860/2
Fax : +234-1 2613301
Email : -
Website : -

Los Angeles

3457, Wilshire Blvd, suite 101
Los Angeles, CA 90010, USA
Phone : (213) 3877041
Fax : (213) 3877047
Email : itpcla@sbcglobal.net;
itpc-usa@depdag.go.id
Website : www.itpcla.org

Lyon

L' European - 19 Bld Eugene Deruelle
69003 Lyon, France
Phone : +33 478 60 62 78
Fax : +33 478 60 63 14
Email : -
Website : -

Mexico City

Cenit Plaza Arquimedes, Office : 105
Arquimedes No. 130 Polanco, Del. Miguel
Hidalgo C. P 11570 Mexico, D. F
Phone : (52-55) 50836055 / 50836057
Fax : (52-55) 50836056
Email : -
Website : -

Milan

Via Vittor Pisani, 8 - 6^a Piano 20124
Milano (MI) Italia
Phone : +39 02 36598182
Fax : +39 02 36598191
Email : itpcmilan@live.it
Website : www.itpcmilan.com

Osaka

ITM-4-J-8, Asia and Pasific Trade Center
2-1-10 Nanko Kita, Suminoe-ku Osaka
Phone : (081-6) 66155350
Fax : (081-6) 66155351
Email : itpc@itpc.or.jp
Website : www.itpc.or.jp

Santiago

7th Floor WTC Building, Torre Sur Oficina 706,
Nueva Tajamar 481, Las Condes, Santiago, Chile
Phone : 56-2 4410494
Fax : 56-2 4410495
Email : itpc.santiago@123.cl
Website : www.itpcsantiago.cl

Sao Paulo

Edificia Park Lane Alameda Santos 1787
Conj III- 11 andar Cerqueira Cesar, Sao Paulo
Brazil 01419.002
Phone : (55-11) 32630472/ 35411413
Fax : (55-11) 32538126
Email : itpcsp@itpcsp.org
Website : www.itpcsp.org

Sydney

Level 2, 60 Pitt Street Sydney New South Wales
2000 Australia. 60 Pitt Street Level 2nd Sydney
Phone : (61-2) 92528783
Fax : (61-2) 92528784
Email : trade@itpcsydney.com
Website : www.itpcsydney.com

Vancouver

Georgia Business Centre 1400-1500 West
Georgia, Vancouver BC V6G 2Z6, Canada
Phone : 778 3734916/778 3734904
Fax : 604 7890078/604 6851520
Email : -
Website : -

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