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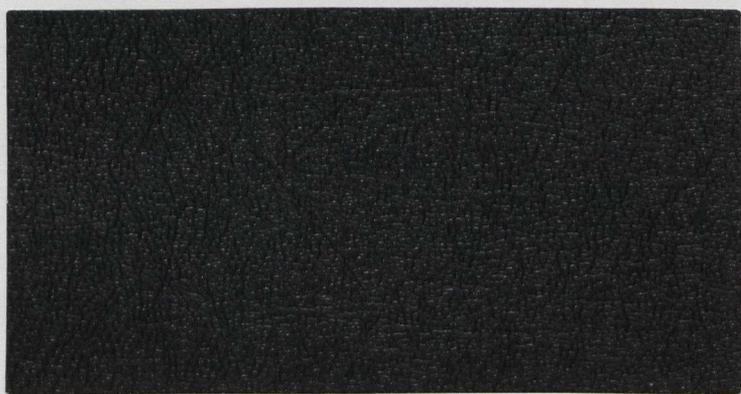
INDONESIA/ L'INDONÉSIE

A GUIDE FOR CANADIAN
BUSINESS

1995-96



Canada



ACKNOWLEDGEMENTS

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A GUIDE FOR CANADIAN BUSINESS

1995-96

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Canadian Embassy in Indonesia
5th Floor, WISMA Metropolitan
Jalan Jendral Sudirman
P. O. Box 1052
Jakarta 10010, Indonesia
Tel. (62-21) 5250709
Fax (62-21) 578-2251
Telex 62131 Domcan Jakarta

Southeast Asia Division (PSE)
Department of Foreign Affairs
and International Trade
125 Sussex Drive
Ottawa, ON
K1A 0G2
Tel. (613) 992-0959
Fax (613) 944-1604

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March 1995

Area: 1.9 million km² Population: 189 million Capital: Jakarta

System of Government: Republic

Minister of Trade: ...

Language: Bahasa Indonesia Religions: Muslim 80%, Christian, Hindu & Others 20%

Ethnic Background: Malay 80%, Indonesian 5%, Chinese 3%, Other 2%

GDP: US\$233 billion (1993)

Inflation: 8.9% (1993)

Currency: Rp1,000 = US\$0.0007

THE BUSINESS CASE FOR INDONESIA

Per Capita Income: US\$792 (1993)

Unemployment: 2.9% (1993)

- ▶ **Canada's biggest trading partner in Southeast Asia**
- ▶ **A 57% increase in global trade in 10 years**
- ▶ **Domestic market of 200 million**
- ▶ **Average annual growth rate of 6.5% over the last 25 years**
- ▶ **Major opportunities in infrastructure development**

- **"I find Indonesia offers the best fit for Canadian economic interests I have ever seen. Experiences Canadians have acquired in building Canada are exactly what is needed to develop Indonesia. Both are vast, profoundly resource-rich . . . and multicultural . . . The potential for Canada is immense."**

Larry T. Dickenson
Canadian Ambassador to Indonesia
February 1995

FACT SHEET—INDONESIA

March 1995

Area: 1.9 million km² **Population:** 189 million **Capital:** Jakarta
System of Government: Presidential Republic **Head of State:** President Soeharto
Minister of Trade: Satrio Budihardjo Joedono **Minister of Foreign Affairs:** Ali Alatas

Language: Bahasa Indonesia **Religions:** Muslim 80%, Christian, Hindu & Others 20%
Ethnic Background: Malay 90%, Melanesian 5%, Chinese 3%, Other 2%

GDP: US\$263 billion (1993) **GDP Growth:** 6.6% (1993) **Per Capita Income:** US\$792 (1993)
Inflation: 9.9% (1993) **Debt Service Ratio:** 32% (1992) **Unemployment:** 2.8% (1993)
Currency: C\$=1572 Rupiah

Major Trading Partners 1993 (US\$ billion)

<u>Exports Total:</u>	\$36.8	<u>Imports</u>	\$28.3
1. Japan	(11.2)	1. Japan	(6.2)
2. United States	(5.2)	2. United States	(3.2)
3. ASEAN members	(4.7)	3. ASEAN members	(2.6)
4. Korea	(2.2)	4. Korea	(2.1)
5. Taiwan	(1.4)	5. Germany	(2.0)

Canadian Trade Statistics (C\$ million)

	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>
Exports	312.1	312.9	343.3	439.3	461.9	475.0
Imports	190.9	202.4	222.1	398.4	444.4	522.2
Balance	121.3	110.5	121.2	40.9	17.5	-47.2

Major Canadian Exports 1994 (C\$ million)

Cereals	128 888
Pulp and paper	94 406
Plastics	86 954
Mineral fuels, oil	33 363
Salt, sulphur, plaster, lime, cement	33 304
Mechanical machinery, boilers	18 368

Major Canadian Imports 1994 (C\$ million)

Textiles	76 501
Footwear	66 165
Wood products	58 803
Rubber and articles thereof	58 803
Electrical machinery	51 603
Animal/vegetable fats and oils	29 469

Main Sectors of Opportunity for Canadian Business

- | | |
|---|---|
| 1. Power sector equipment and services | 4. Mining and solid minerals |
| 2. Telecommunications, information technology and electronic products | 5. Transportation |
| 3. Environmental equipment and services | 6. Construction equipment, building products and related services |

EDC Status: On cover

CIDA Status: CORE country (Category I)

Canadian Representatives in Indonesia: Ambassador, Lawrence T. Dickenson; Counsellor (Commercial), Mr. Guillermo (Gill) E. Rishchynski, 5th Floor, WISMA Metropolitan, Jalan Jendral Sudirman, P. O. Box 1052, Jakarta 10010, Indonesia, Tel. (62-21) 510-709, Fax (62-21) 578-2251, Telex 62131 DOMCAN

Department of Foreign Affairs and International Trade, Southeast Asia Division (PSE) Trade contact: Ms. Georgina Wainwright, 125 Sussex Drive, Ottawa, ON K1A 0G2, Tel. (613) 992-0959, Fax (613) 944-1604

Indonesian Representatives in Canada: Ambassador, H. E. Benjamin Parwoto; Commercial Counsellor, Mr. Ridwan Kurnaen, 287 MacLaren Street, Ottawa, ON K2P 0L9, Tel. (613) 236-7403, Fax (613) 232-0635; Commercial Offices: Vancouver, BC, Tel. (604) 632-8855, Fax (604) 662-8396; Edmonton, AB, Tel. (403) 430-8742, Fax (403) 988-9768; Toronto, ON, Tel. (416) 591-6461, Fax (416) 591-6613

SOCIAL AND ECONOMIC INDICATORS

Indicator	Measure	
Gross National Product per capita	US\$, 1993	\$792
<i>Social indicators</i>		
Life expectancy	Years	62
Infant mortality	Per 1000 live births, 1992	66
Total fertility rate	Births per woman	5.2
Immunization	% of one year olds, 1992	92
<i>Human Resources</i>		
Population/Estimated year 2000	Millions, 1992/est. year 200	191.2/218
Population growth rate	Annual %, 1992 - 2000	1.7
Labour force (ages 15-64)	% of total pop., 1990-92	43
Literacy, 1992	% of age 15 +	84
Gross enrollment, 1990	% of ages 6 - 23	58
No. of pupils to one teacher, 1990		18
Population/physician, 1990		7,140
Access to safe water	% of population	51
<i>Economic indicators</i>		
Food production per capita	1979-81 = 100	135
Agricultural production, 1991	% of GDP	19
Total commercial energy consumption, 1991	Per kg oil equivalent	50.6
Military expenditures, 1990-91	% of GDP	1.7
No. of televisions, 1990	Per 100 people	6
No. of daily newspapers, 1990	Per 100 people	2.8
No. of telephones, 1989-90	Per 100 people	0.7
No. of motor vehicles, 1989-90	Per 100 people	1.4

Source: *Human Development Report 1994*. United Nations Development Programme, New York.

INTRODUCTION TO INDONESIA

Indonesia, with over 190 million people, has the world's fourth largest population. It spans 1/8th of the world's circumference and is richly endowed with natural resources. Apart from substantial nickel, gold, copper, tin and coal deposits, Indonesia is also a major producer of oil and liquified natural gas and possesses one of the world's largest tropical rainforests. Since the 1960s, Indonesia has restructured its economy while lowering the absolute number of people living in poverty, two factors that have contributed to its position as a major economy in Southeast Asia. By virtue of its size, Indonesia continues to be a

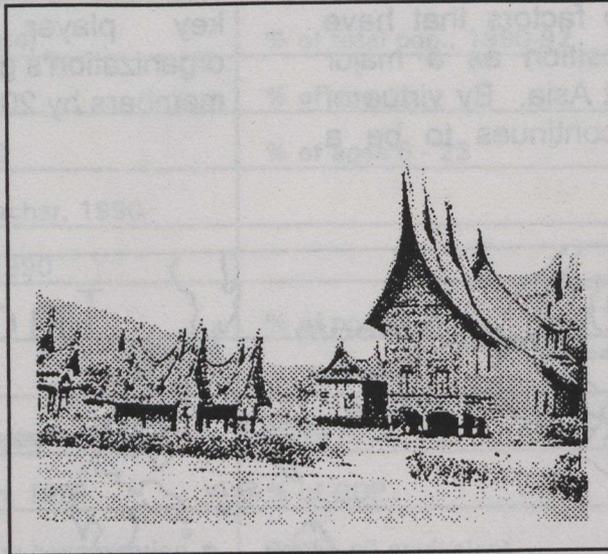
dominant player in the region, in particular as member of the region's principal political organization, the Association of Southeast Asian Nations (ASEAN). Indonesia also plays an important and moderating role in such international fora as the Non-Aligned Movement, which was founded in 1955 in one of Indonesia's major cities, Bandung, and the Islamic Conference and the Asia Pacific Economic Co-operation (APEC). As host of the 1994 APEC Ministerial Summit, Indonesia was a key player in formulating that organization's goal of free trade among its members by 2020.



POLITICAL ENVIRONMENT

Pancasila is Indonesia's national ideology; it expounds the principles of belief in one God, the unity of Indonesia, a just and civilized humanity, and democracy and social justice for all Indonesians. Vital business and industrial enterprises are controlled by the state so that Indonesia's resources are utilized for the people's maximum prosperity. President Soeharto, who came to power in 1966 following the abortive 1965 communist coup, led a "New Order" government that set out to restore economic stability to the nation by undertaking long-range programs to develop national resources and improve living standards. It relied upon a system of heavily-centralized government control with a view to maintaining stability within the country.

In addition to raising the standard of living, the new government immediately emphasized, as its major policy objectives, control of inflation, rehabilitation of the country's infrastructure and development of increased production in the export sector. These goals have remained guiding policy principles ever since, funded by international and domestic private (Chinese) capital. Indonesia has, for over 25 years, enjoyed gross domestic product (GDP) growth rates of between 6% and 7% per annum. Although heavily-centralized control has



been conducive to economic growth and political stability, Indonesia has drawn international criticism for human rights violations, particularly in East Timor. The government remains extremely sensitive to such criticism.

Positive trends in social justice prior to 1994 were adversely affected in that year by a number of instances of political unrest in Indonesia. Several labour disputes and a riot in Medan, Sumatra in

May 1994 protested non-compliance by some industries with minimum wage provisions for workers. In June 1994 the government closed three Indonesian news magazines for their reports on the government's controversial defence equipment procurement policies. The demonstrations that

followed these closures were repressed and a number of protesters detained. Ethnic tensions also surfaced, in particular over the control by Indonesia's ethnic Chinese population of the private sector. Islamic leaders in Indonesia, while remaining low-key and moderate, have recently become more articulate about social issues and aspects of government policy.

Indonesia's armed forces wield much power and influence in the civilian affairs of the country. As stipulated by the Constitution, the military's role is defined by the "dual function" doctrine—to act as a major unifying force and as the main guardian of the country's strategic vision. The military is expected to continue to play a significant role in the country's future political development. President Soeharto's current term ends in 1998, and there is much speculation about the succession.

Indonesia's relations with its Southeast Asian neighbours are amicable. Indonesia was a founding member of ASEAN, the most successful regional organization in Asia Pacific. Its other members are Brunei, Singapore, the

Philippines, Malaysia and Thailand. ASEAN, formed in 1967, holds annual meetings with its seven "dialogue partners": Canada, the USA, the European Union, Australia, New Zealand, Korea and Japan. Russia, China, Vietnam, Laos and Papua New Guinea have been observers to the annual ASEAN Ministerial Meeting between member Foreign Ministers. In 1994 ASEAN created the ASEAN Regional Forum (ARF), an annual informal meeting where issues of regional security are discussed. Of particular concern are the competing claims of China, Taiwan, the Philippines, Brunei and Malaysia for sovereignty over the potentially oil-rich Spratly Islands, in the South China Sea. Canada and Indonesia are jointly operating a series of workshops to discuss areas of cooperation between the claimants.



CANADA—INDONESIA RELATIONS



INDONESIA

Canada's official relationship with Indonesia dates from 1949 and has traditionally been characterized by development cooperation, investment in the resource sectors and a growing level of trade. Canadian development assistance concentrates on projects in the areas of environment, women in development, human resource development and capacity building. While neither country is a dominant player in the other's market, trade is a major factor of the bilateral relationship. Indonesia's large domestic market and increasingly open economy provide significant export opportunities.

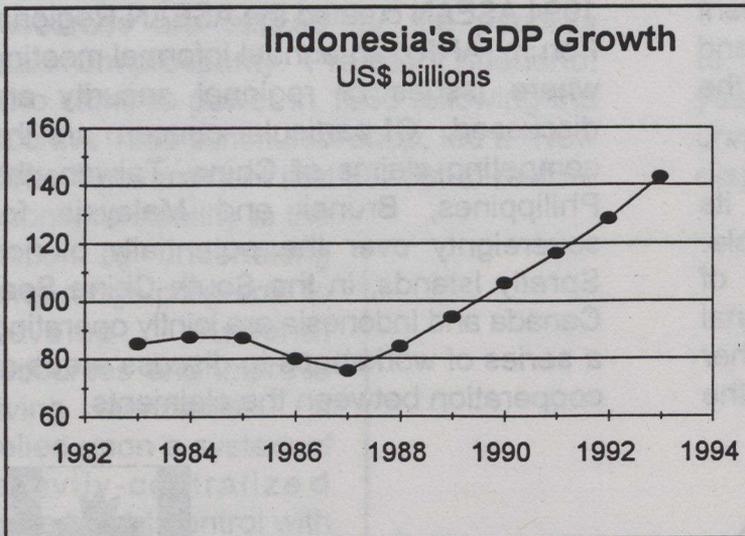
Canada is committed to promoting respect for human rights in Indonesia; Canada monitors developments closely and raises concerns both bilaterally and in the relevant UN bodies.

Internationally, Canada and Indonesia share many common political and security concerns and have worked together in the United Nations system to find solutions to these global issues. International economic and trade fora such as the World Trade Organization, APEC, as well as within ASEAN itself, provide areas for effective co-operation.

Canada and Indonesia have signed agreements on Double Taxation, Foreign Investment Insurance, Development Co-operation, the Peaceful Uses of Nuclear

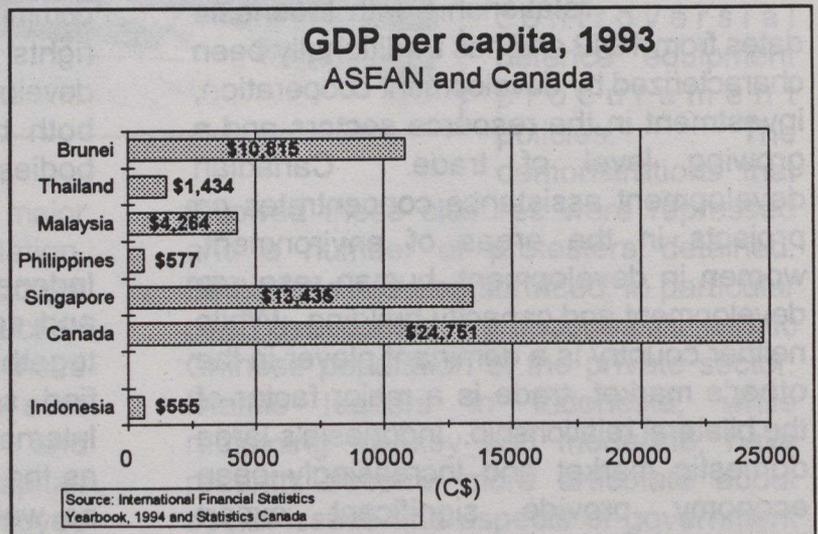
Energy and Commonwealth Memorials within Indonesian territory. Negotiation of a Foreign Investment Protection Agreement is expected in 1995-96.

INDONESIA: ECONOMIC UPDATE



As a result of a stable political environment and an extensive program of economic reform, Indonesia has experienced solid economic growth in recent years. Since the late 1980s, real GDP growth has averaged over 6.5% per annum, reaching 6.7% in 1993.

Per capita GDP has risen to US\$792, up from US\$540 a decade ago. However, Indonesia's 1993 per capita GDP was equivalent to 3.79% of 1993 US per capita GDP, down from 3.94% in 1983. This slight fall may be one result of 2 million people now entering the Indonesia workforce each year.



Growth continues to be supported by large inflows of foreign capital, one factor influencing inflation, which in 1993 averaged 9.7%. Bank Indonesia (the central bank) has slowly been raising interest rates to offset this, and this practice is likely to continue. The Indonesian currency, the rupiah, depreciated against the US dollar by a habitual 4.3% in 1993. The exchange rate averaged Rp2087 to US\$1 in 1993.

The Indonesian government's budget must balance by law, and this in turn encourages the continued privatization of state enterprises. Trade diversification remains a primary objective as oil receipts now account for only 30% of government revenues, compared to 1985 when oil and gas made up 70% of Indonesia's world exports.

While the trade surplus is expected to remain, the external current account deficit for 1993 was large—over US\$3 billion, or 1.4% of GDP (Canada's current account deficit accounts for approximately 3% of GDP.) Indonesia's ability to sustain this deficit is strong, as GDP and high foreign investment flows continue at high rates; foreign-financed projects worth more than US\$23 billion were approved in 1993.

- **Debt**

Public and private sector external debt totalled US\$89 billion at the end of June 1994. The debt burden has been substantially increased by the appreciation of the Japanese yen, in which approximately 40% of Indonesia's debt is denominated. Indonesia has to date prudently and successfully managed its

external debt burden. However, a decline in growth in non-oil exports in 1993, coupled with a debt service ratio of 33%, means that Indonesia will spend much more than one third of its current export revenue on foreign debt redemption.

Although the recent changes in foreign investment regulations are expected to enhance the possibilities of earning more foreign exchange, the government must continue to manage the balance of payments carefully throughout the 1990s. The government is very aware of the situation and recently the Minister of Finance warned the private sector, whose part of the debt totalled US\$29.5 billion, not to borrow excessively from offshore sources so that the balance of payments would not be jeopardized.

- **Fiscal policies**

Threatened by severe external shocks from the global recession and weakening oil prices during the mid-1980s, Indonesia's economy was bolstered by the government's effective reform policies. These policies included tax reform (1984 and 1986), liberalization of banking laws (1983 and 1988), an overhaul of customs and export procedures (1985 and 1990) and incentives to encourage increased foreign investment and non-oil/gas exports (1990/91 and 1994). The government has focused on deregulation, the privatization of public corporations and sound macro-economic management. These reforms, recognized by the IMF, the World Bank and the international donor community as a successful development strategy, have led to diversification away from a

dependence on oil exports toward a more dynamic and balanced economy. The share of the oil and gas sector in Indonesia's GDP effectively declined from 21% to 9.6% between 1983 and 1993.

Manufacturing has moved ahead of agriculture in Indonesia's economy, the former accounting for 22.3% of GDP in 1994, and the latter for 17.9%. The manufacturing sector remains the most dynamic, enjoying double digit growth rates since 1992. In 1994 the construction, water and gas, finance, hotel and restaurant, transport, and communications sectors followed manufacturing in growth.

- **Five Year Plan**

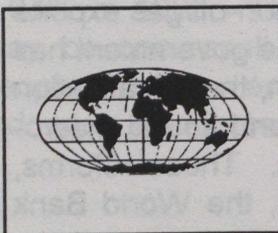
The future growth of the Indonesian economy will depend in large part on the success of the recently-announced *Five Year Development Plan (Repelita VI)*, covering the fiscal years 1993/94 through to 1998/99. *Repelita VI* also marks the beginning of the Second Long-Term Development Phase, a period stretching over 25 years, during which the conversion of the Indonesian economy from primarily agrarian to predominantly industrial is expected to accelerate. One of the

greatest challenges of the plan is to create employment for the 12.6 million young people who will join the workforce over the next five years. To create employment, the government is aiming for an average of 6.2% growth in the economy annually, new investments of US\$315 billion, 70% of which are expected to come from the private sector, and a population growth rate of 1.5%, down from its current annual 1.7%. Ambitious goals have also been set for social programs such as health care and education.

- **Economic pressure points**

Labour unrest has been on the rise as the country's low level of wages and benefits has come under criticism from Indonesian workers and the USA, the latter threatening to suspend privileges under its Generalized System of Preferences (GSP). The minimum wage will be raised in April 1995. However, it is not enforced. Infrastructure lags behind economic development, although major projects such as the construction of a toll road between Jakarta and Bandung and power plants in Surabaya are expected to improve the situation.

THE BUSINESS ENVIRONMENT



While the Indonesian government has made significant gains in liberalizing its economy, it has not committed itself to complete deregulation. Tariffs will fall as Indonesia

fulfils its obligations under the World Trade Organization and the ASEAN Free Trade Area (AFTA), but it continues to have some of the highest tariffs in ASEAN. Indonesia's November 1994 commitment to free trade between the APEC countries by the year 2020 also seems to be weakening. In addition, the government

has declared its intentions to raise tariffs when necessary to protect certain infant and/or strategic industries and monopolies such as aviation, steel and automobiles. Despite recent and laudable crackdowns on corruption throughout the Indonesian bureaucracy, the higher costs associated with such practices are likely to remain as disincentives to investors.

- **Reforms affecting foreign direct investment**

In June 1994, the Government of Indonesia undertook significant reforms to encourage further foreign direct investment in and to support continued growth and development of the economy. Investments in sectors where either capital, technology or management skills are not yet locally available was especially encouraged. Emphasis was also placed on the expansion of commercial activities and production for export markets.

Particular reforms included allowing 100% foreign direct investment in almost all sectors of the economy and removing minimum capital requirements and compulsory equity divestiture by foreigners in joint ventures (PMAs). The maximum validity period for foreign investments was raised from 20 to 30 years, with assured extension for an additional 30 years by ministerial approval if the foreign firm continues to operate and is considered a positive contributor to Indonesian economic development.

The utility sectors, air and railway transportation, telecommunications, nuclear energy and mass media are now open to joint ventures and should offer

significant new commercial opportunities to Canadian suppliers/investors. The minimum level of equity holdings by Indonesians in a joint venture was reduced from 20% to 5%. Foreign direct investment may also take the form of acquiring an existing company and the minimum investment requirement of US\$250 000 has been eliminated, allowing Canadian companies to enter the market inexpensively.

Tariffs were reduced on more than 700 import items, including machine tools and assembled cars and agricultural imports. Taxes on wheat, rice flour, soybeans and cane sugar were eliminated entirely.

Every three years BKPM, the Indonesian investment board, produces a Negative Investment List (DNI) which lists those sectors that are closed to foreign and/or domestic investment. The most recent list was revised in 1994; the DNI can be reviewed once a year as necessary. Canada maintains an expert at BKPM who can advise Canadian firms about investment in Indonesia. Contact Ms. Jessie Inman, Canadian Resident Adviser, Investment Coordination Board (BKPM), Jalan Gatot Subroto No. 44, Jakarta Selatan, Tel. (62-21) 520-2052/53, Fax (62-21) 520-2048

- **Export-processing zones/Free Trade Zones/bonded warehouses**

One incentive to encourage foreign investment has been the development of export-processing zones, also called Free Trade Zones and bonded warehouses. Enterprises which set up in these areas

can receive, store and process goods destined for export on a duty-free basis and are exempt from export taxes. They also offer the following advantages and incentives:

- reduced tariffs and exemptions from import and export tax;
- streamlined procedures for obtaining land titles, building permits, site information and other infrastructure facilities;
- permission to employ foreign expert personnel as required;
- elimination of requirement for licensing by regional administration; and
- simplified immigration procedures.

Two such zones have been set up so far, one in Jakarta at the main port area of Tanjung Priok which is administered by PT Bonded Warehousing Indonesia, a semi-governmental organization. A bonded warehouse has also been set up in Cakung, in the outskirts of Jakarta. The second Free Trade Zone, on Batam island 20 km south of Singapore, is administered by the Batam Industrial Development Authority (BIDA). Foreign enterprises can also set up their own bonded warehouses on Batam, subject to the approval of the Director General of Customs.

The government is planning to establish more export processing zones/bonded warehouses at Surabaya, Semarang, Medan/Belawan, Cilacap and Ujung Pandang (Makassar).

• **Other investment incentives**

Investment incentives in Indonesia are usually presented as deregulation measures. Indonesia does not provide particular tax concessions or financial grants as incentives, like Singapore or Malaysia. However, in some cases taxpayers may carry losses forward for eight years instead of the regulation five. Export incentives for export-oriented companies operating outside Free Trade Zones include restitution of import duty paid on the purchase of goods and materials for manufacturing exported products and duty-free import of raw materials and intermediate goods used to produce exports if import prices are below prices of comparable domestic goods.

• **Countertrade**

Countertrade is a commercial transaction whereby no money changes hands, but goods deemed of equivalent value are traded. This can take the form, in a bid for a contract, of a "sweetener" whereby capital goods, as well as the services required by the contract, are offered. In Indonesia, many of the products which could be the object of countertrade are controlled by monopolies and/or concessions to private operators. Because of this, the possibility of using countertrade to add a competitive edge to a bid is limited. Indonesians are usually more interested in such offerings as technology transfer or joint venture agreements, or the provision of specialized training as part of a contract bid. Products specifically ineligible for countertrade in Indonesia include oil, gas, textiles, coffee and aluminum.

• **Eastern Growth Triangle**

The Indonesian provinces of Kalimantan, Maluku and Sulawesi, with Brunei, the Malaysian states of Sabah and Sarawak and the island of Mindanao in the Philippines, form the Eastern Growth Triangle. Indonesia's Batam Island also forms a growth triangle with Malaysia's southern state of Johor and Singapore. These are two of several growth triangles

in the Southeast Asian region—contiguous geographic areas that co-operate to promote commerce in and between specific and complementary trade sectors. Sectors of co-operation in the Eastern Growth Triangle include construction, transport, energy, forestry, fisheries, conservation and tourism. It is envisaged that all the ASEAN growth triangles will become free trade zones.

MAJOR CENTRE PROFILES—INDONESIA

Centre	Location	Population	Principal economic activities	Access
Jakarta	National capital, West Java	10+ million	Banking, public sector, administration	International airport, major highway, rail, major seaport
Yogyakarta	Central Java	400 000		Major highway, rail
Surabaya	East Java	4 million	Ship-building, manufacturing, petrochemical and cement industries	International airport, major highway, rail, major seaport
Medan	Island of Sumatra	2 million		International airport, major highway, rail
Bandung	East of Jakarta	2 million	Textiles, food, heavy industry, automotive, pharmaceuticals	Major highway, rail

THE INDONESIAN MARKET

• Public and private sector opportunities

Canadian government marketing priorities in Indonesia have traditionally focused on government projects and agencies. The Government of Indonesia's "Blue Book" lists its spending and project priorities for the coming fiscal year, and can be obtained from BAPPENAS (The National Development Planning Board), Fax (62-21) 310-5374 for approximately Rp300 000. Canadian exporters are now also being urged to look at opportunities opening up in Indonesia's private sector as well. Economic liberalization has spurred real growth by private businesses. The resulting industrial expansion and diversification is providing new opportunities for foreign suppliers. Winning a tender offer in Indonesia is likely to involve considerable investment in time, energy and money. Convincing the potential client of the company's long-term commitment to the Indonesian market and its price-competitiveness is of primary importance to a successful business strategy. Human resource development and training components in contract bids, as well as technology transfer, are also important selling points.

A firm may want to consider undertaking small and marginally profitable work initially in order to gain a better understanding of the market and to build a local profile. Similarly, firms should always be on the lookout for subcontracting opportunities.

Indonesia remains one of the largest recipients of development funds from the multilateral development banks. Significant opportunities for Canadians are to be found in the pursuit of projects funded by these institutions.

World Bank (WB) and Asian Development Bank (ADB) Contracts

For over fifty years, the World Bank has been one of the largest sources of financial and technical assistance to developing countries. Its goal is to stimulate economic growth and development in these countries, by focusing on capital projects (infrastructure) and initiatives in such fields as education, health, the environment and financial sector development. Canada is the World Bank's sixth largest shareholder.

Companies wanting further information on World Bank contracts should communicate with:

Office of Liaison with International Financial Institutions (OLIFI)

Embassy of Canada

501 Pennsylvania Avenue NW

Washington, D.C. 20001

USA

Tel. (202) 682-7788, Fax (202) 682-7789

The Asian Development Bank (ADB) was established in 1967 to promote development among its developing member countries in the Asia-Pacific region. The ADB, based in Manila, promotes development through the provision of loans for infrastructure development and grants for technical

assistance and institutional strengthening. Canada is the ADB's seventh largest shareholder, but ranks fourth in overall contributions, after Germany. In 1993, the ADB committed US\$5.3 billion in loans and US\$122 million in technical assistance grants to its Asian DMCs. By sector, these were apportioned as follows (1993 figures):

Loans By Sector (1993)

Sector	Amount (US\$ million)
Energy	1775
Transport and communications	1555
Social infrastructure	781
Agriculture and agro-industry	361
Industry and non-fuel minerals	333
Finance	310
Multisector	167

Canadian consulting services have traditionally won a fair number of ADB technical assistance projects—over US\$110.1 million since ADB's operations began in 1967. This represents a 5.52% market share, placing Canada fifth behind the United States, Japan, Indonesia and the United Kingdom.

For equipment and civil works, Canada's share in 1993 was US\$8.144 million (out of a total US\$28.08 billion accorded) for only 0.29% share of total ADB procurement. In part this is a reflection of the price disadvantages OECD suppliers face vis-à-vis local suppliers and civil works contractors. DMCs tend to do well because of labour-intensive civil works and local preference rules that favour suppliers from these countries. Among OECD member nations, countries that perform well in the supply of equipment and services include Japan, the

United States, Germany, the United Kingdom and Switzerland. Notable awards for Canada have been in aerial survey and remote sensing, power generation and transmission, and education.

Companies interested in competing for ADB contracts should:

1) register themselves or their organization with DACON (Data on Consultants) or DICON (Data on Individual Consultants) at the ADB. This is a lengthy but obligatory process. Care should be taken when filling out the required forms to ensure that they are as detailed and accurate as possible. This is the first thing the ADB project officers consider when developing a usually long list of possible contractors for individual projects. To obtain these forms, contact The Manager, Consulting Services Division, Central Projects Services Office, Asian Development Bank, P.O. Box 789, 1099 Manila, Republic of Philippines, Tel. (63-2) 711-3851, Fax (63-2) 741-7961; and

2) obtain a subscription to the monthly ADB publication, *ADB Business Opportunities*, which provides information about upcoming loan and technical assistance projects. This should be perused at length and is vital for advance identification of projects of interest. To obtain a subscription, contact Subscriptions, Information Office, Asian Development Bank, P.O. Box 789, 1099 Manila, Republic of Philippines, Tel. (63-2) 711-3851, Fax (63-2) 741-7961. The cost of this invaluable publication (in US dollars to be paid by cheque, draft or money order drawn on a US account, or by an international money order in US dollars drawn on a bank elsewhere) is US\$100 for 12 months or US\$160 for 24 months.

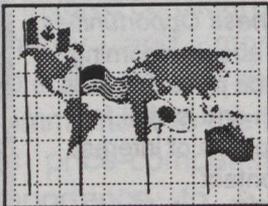
Details relating to registering and bidding on Asian Development Bank projects can be obtained from Mr. Art Fraser at the Canadian Embassy in Manila, the Philippines, Tel. (63-2) 810-8861, Fax (63-2) 810-1699.

- **Build-Own-Transfer (BOT) and Build-Own-Operate (BOO)**

The Indonesian public sector contract market, in particular large infrastructure projects, is especially favourable to "turn-key" operations, such as BOT and build-own-operate (BOO) schemes. This is where a firm or a consortium of firms undertakes all aspects of a project, that is its management, financing, and construction, and then

operates it in lieu of the government under terms of concession that specify rates and fix a timeframe of operation. For example, a consortium of firms would underwrite and manage a power plant under terms of concession that specify the price per kilowatt/hour the operators would receive for power generated by the plant, and a timeframe of between 15 and 30 years for their concession. The facilities would then be transferred to the Indonesian government.

INDONESIA'S GLOBAL TRADE

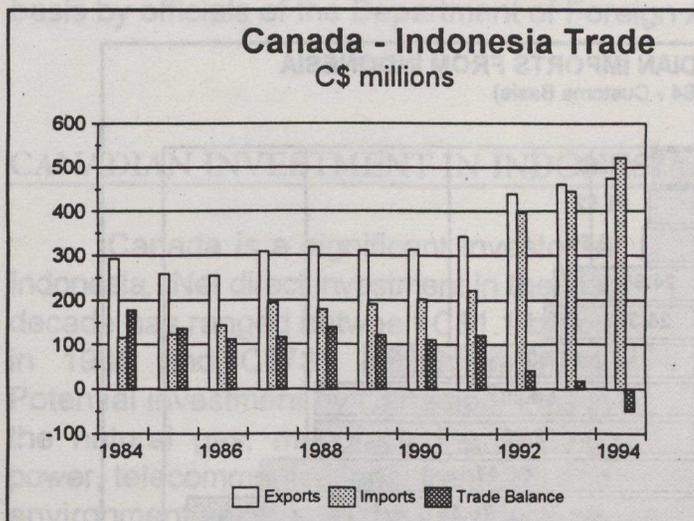


Indonesia's global merchandise trade reached US\$65.2 billion in 1993, a 57% increase over trade levels of a decade earlier. In 1993, Indonesia's exports totalled US\$36.8 billion, while imports stood at US\$28.3 billion, earning Indonesia a trade surplus of US\$8.5 billion. Almost half of Indonesia's exports went to Japan and the United States; Japan has been Indonesia's largest source of foreign investment and in 1993 accounted for 26% of Indonesia's two-way trade.

Exports were largely composed of primary commodities. Crude oil and products ranked first at 16.5% of the total, textiles and garments, at 16.3% and wood and wood-related products, at 15% followed. Sixty-three per cent of total imports constituted intermediate goods, including machinery and transport equipment.

CANADA—INDONESIA TRADE

Canada and Indonesia are founding members of the World Trade Organization. Indonesia is a beneficiary of Canada's General Preferential Tariff (GPT).



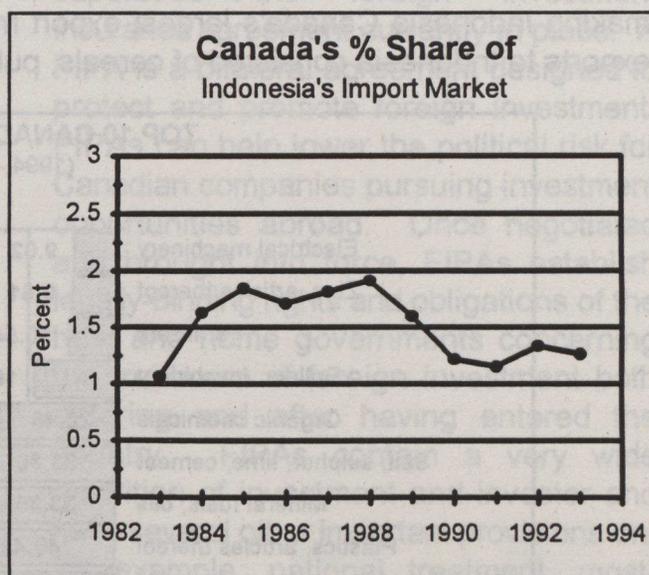
Traditionally, Canada has enjoyed a trade surplus with Indonesia, although in 1994 preliminary merchandise trade figures from Statistics Canada show the balance to be in Indonesia's favour. Although two-way trade has more than tripled since the early 1980s, neither country is a major player in the other's market.

Canadian development assistance supports about 3% of bilateral trade with Indonesia. It should be noted that Canada—Indonesia trade figures do not reflect the significant volume of trans-

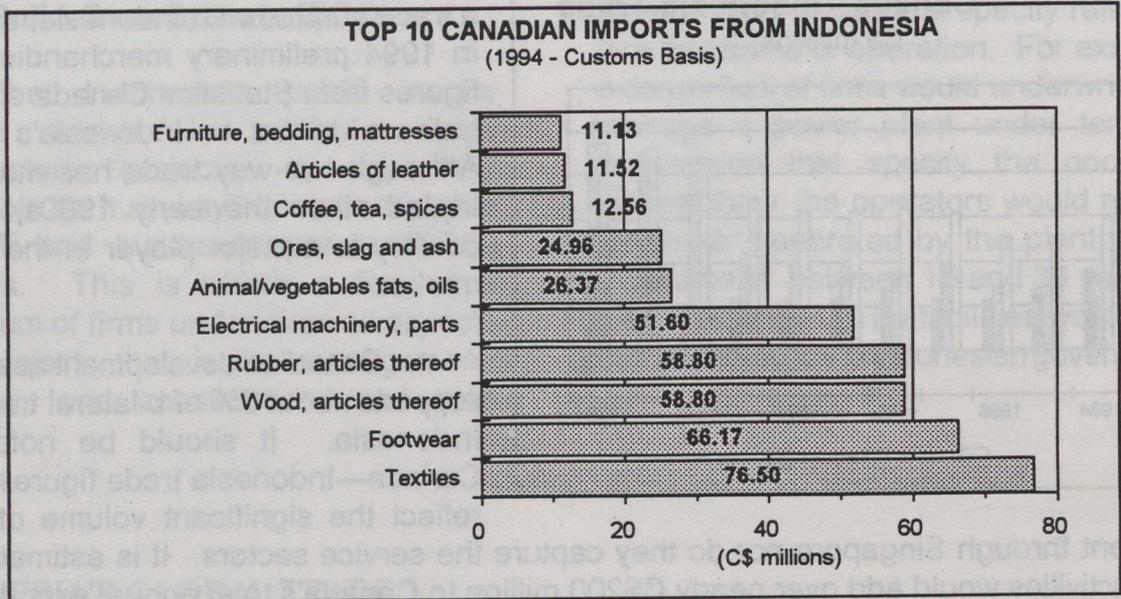
shipment through Singapore nor do they capture the service sectors. It is estimated that these activities would add over nearly C\$200 million to Canada's total annual export figure.

Canada's exports accounted for 1.26% of Indonesia's imports in 1993; Canada and Indonesia were equally ranked as each other's 20th largest export market.

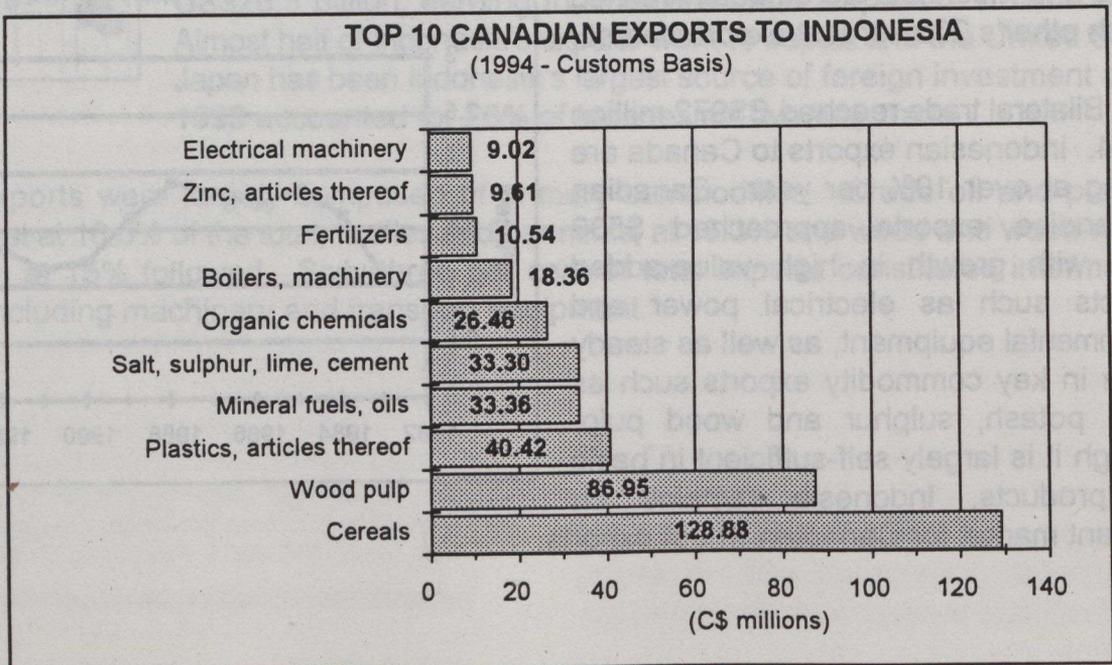
Bilateral trade reached C\$972 million in 1994. Indonesian exports to Canada are growing at over 10% per year. Canadian merchandise exports approached \$500 million with growth in high value-added products such as electrical power and environmental equipment, as well as steady growth in key commodity exports such as wheat, potash, sulphur and wood pulp. Although it is largely self-sufficient in basic food products, Indonesia remains an important market for Canadian wheat exports.



In contrast to Indonesia's exports of the early 1980s, which were exclusively primary products (e.g., rubber, coffee, tea and spices), the main exports to Canada in 1994 were textiles (clothing and footwear) and wood products. Textile trade between Canada and Indonesia is governed by a bilateral textile restraint agreement, which has been extended for 1995.



In 1994, Canada's exports to Indonesia were officially recorded at C\$449.7 million, making Indonesia Canada's largest export market in Southeast Asia. Almost 70% of the exports to Indonesia consisted of cereals, pulp and paper, machinery, plastics and organic



chemicals. Service exports are also a key dimension in our trade. These are estimated at approximately \$100 million per year.

Canada maintains a strict export control policy vis-à-vis military goods and technology. Every application to export military goods or technologies is reviewed on a case-by-case basis by officials of the Department of Foreign Affairs and International Trade.

CANADIAN INVESTMENT IN INDONESIA

Canada is a significant investor in Indonesia. Net direct investment in the last decade has ranged between C\$1.1 billion in 1986 and C\$739 million in 1994. Potential investment by Canadian firms in the natural gas, manufacturing, mining, power, telecommunications, transport and environment sectors will be key elements in future investment growth.

The International Nickel Company's (INCO) mining and smelting operation in Sulawesi is the largest Canadian investment in Indonesia. After more than 25 years in Indonesia, INCO recently announced plans to expand its investment significantly in the coming months. In addition, Gulf Canada Resources/Asamera Oil's presence in Indonesia and other interests in the oil and gas sector account for other large Canadian investments. Bata Shoes Ltd., which has been established in Indonesia since the 1930s, has also recently expanded its investments by opening a new C\$11 million manufacturing plant outside Jakarta.

Canadian consulting and engineering firms also have established a strong presence in Indonesia. Companies such as SNC-Lavalin, H. A. Simons, Sandwell, Kilborn, Monenco-Agra, Hatfield,

Klohn-Cripen and Klockner have combined annual sales of close to \$200 million. Several of these firms have established joint ventures and representative offices in Indonesia.

- **Foreign investment protection agreement (FIPA)**

Negotiations for a foreign investment protection agreement are expected to begin in 1995. The FIPA will supersede the foreign investment insurance agreement currently in place. A FIPA is a bilateral agreement designed to protect and promote foreign investment. FIPAs can help lower the political risk for Canadian companies pursuing investment opportunities abroad. Once negotiated and brought into force, FIPAs establish legally-binding rights and obligations of the host and home governments concerning the treatment of foreign investment both entering and after having entered the country. FIPAs contain a very wide definition of investment and investor and have several other important provisions on, for example, national treatment, most-favoured-nation treatment, the entry and sojourn of intra-firm personnel, expropriation, transparency (of investment laws, regulations and policies) and state-

to-state dispute settlement. Firms wishing to contribute to these negotiations should contact Ms. Georgina Wainwright of the

Southeast Asia Division of the Department of Foreign Affairs and International Trade, Tel. (613) 992-0959, Fax (613) 944-1604.

Every application to export military goods or technologies is reviewed on a case-by-case basis by officials of the Department of Foreign Affairs and International Trade.

CANADIAN INVESTMENT IN INDONESIA

Canada is a significant investor in Indonesia. Net direct investment in the decade has ranged between C\$1.1 billion in 1986 and C\$739 million in 1990. Potential investment opportunities exist in the natural gas, manufacturing, power, telecommunications, transport and environment sectors. The Indonesian environment is expected to be a key factor in future investment growth.

The International Nickel Company's (INCO) mining and smelting operation in Sulawesi, the largest Indonesian investment in Indonesia, has been in place for 25 years. INCO recently announced plans to expand its investment significantly in the coming months. In addition, Gulf Canada Resources (GCR) has announced plans to expand its investment in Indonesia and other Oils presence in Indonesia and other interests in the oil and gas sector account for other large Canadian investments. Bata Shoes Ltd., which has been established in Indonesia since the 1950s, has also recently expanded its investments by opening a new C\$1 million manufacturing plant outside Jakarta.

Canadian engineering firms also have established a strong presence in Indonesia. Companies such as SNC-Lavalin, A. Simons and Sandwell, Kilom, Monoco-Agri, Hestfield and consulting firms have established a strong presence in Indonesia. Companies such as SNC-Lavalin, A. Simons and Sandwell, Kilom, Monoco-Agri, Hestfield and consulting firms have established a strong presence in Indonesia.

INVESTMENT PROTECTION AGREEMENT (IPA)

Negotiations for a foreign investment protection agreement are expected to begin in 1992. The IPA will provide the foreign investment incentives currently in place. A bilateral agreement designed to protect and promote foreign investment. The IPA can help lower the political risk for Canadian companies pursuing investment opportunities abroad. Once negotiated and brought into force, IPAs establish legally binding rights and obligations of the host and home governments concerning the treatment of foreign investment both during and after having entered the investment. The IPA contains a very wide range of investment and investor and investor protection provisions on, for example, national treatment, most-favoured-nation treatment, the entry and exit of intra-firm personnel, expropriation, transparency of investment law, regulations and policies and state-

PRIORITY SECTORS

In an effort to focus its limited trade promotion resources, the Department of Foreign Affairs and International Trade (DFAIT) has identified the following sectors in Indonesia as promising for Canadian companies:

1. Power sector equipment and services
2. Telecommunications, information technology and electronic products
3. Environmental equipment and services
4. Mining and solid minerals
5. Transportation
6. Construction equipment, building products and related services

Brief market profiles for these sectors follow. A number of these profiles are based on full market studies commissioned by the Canadian Embassy in Jakarta at

(Street address) 5th Floor WISMA Metropolitan
Jalan Jendral Sudirman
Jakarta, Indonesia

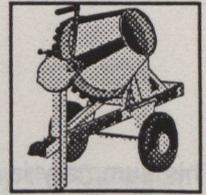
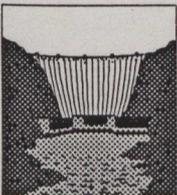
(Postal address) P. O. Box 1052
Jakarta 10010, Indonesia
Tel. (62-21) 525-0709
Fax (62-21) 578-2251
Telex 62131 Domcan Jakarta

or from

InfoCentre

Department of Foreign Affairs and International Trade
Tel. 1-800-267-8376 (Ottawa/Hull area call 944-4000)
Fax (613) 996-9709

Please see *Appendix II: Exhibitions/Trade Shows in Southeast Asia* of this document for relevant trade promotion activities in these sectors.



1. POWER SECTOR EQUIPMENT AND SERVICES*



• **Opportunities exist in power capacity expansion and in particular for Canadian expertise, in the natural gas, hydro, oil and geothermal power areas.**

Since 1972, Perusahaan Umum Listrik Negara (PLN), the Indonesian state electricity company, has experienced an average growth in energy demand of 16% per annum. It now calculates its investment requirements to be approx US\$40 billion between 1992 and 1999. It is expected that approximately half of this capacity expansion will be through private sector participation; the government is close to confirming a private sector power generation target of 2945 megawatts for the next 5 years. Looking beyond the year 2000, Indonesia needs to bring on at least 24 000 megawatts of new supplies by 2005, and for at least 65% of this the private sector will be involved.

One of the most notable changes in power generation in Indonesia over the past two decades has been the gradual shift away from oil-based power generation towards a more balanced mix of coal, natural gas, oil, hydro and geothermal power. Natural gas has also become a vital part of PLN's crash program to increase power capacity in the next few years. In addition, the nuclear option is presently under review and AECL-CANDU is actively pursuing this opportunity.

Almost 60% of all power generated in Indonesia is "captive", that is power is generated for a specific industrial or other application. Any surplus is sold to PLN. The Indonesian power grid is not set up to transfer power between power generation facilities, for example, to cope with peak load periods.

PLN is the executing agency for most power development projects. PLN requires that all foreign firms bidding for PLN contracts must have an Indonesian agent or preferably, a local partner. In addition, PLN's mandate requires that on all contracts it approves, bidders must commit to a minimum local content of 25%. Bidding procedures generally follow world standards for the power industry, including providing a security bond to PLN (which must be issued by an Indonesian insurance company).

*This summary is based on *Energy and Power Generation*, a market studied commissioned in 1994 by the Canadian Embassy in Jakarta. It is available from the Embassy and from DFAIT's InfoCentre.

2. TELECOMMUNICATIONS, INFORMATION TECHNOLOGY AND ELECTRONIC PRODUCTS*



- **Opportunities in telecommunications exist in planning and management services, local manufacturing and installation of equipment and the introduction of basic services to all urban and rural areas.**
- **IT opportunities exist in software expertise for systems integration and for the telecommunications, financial services, manufacturing, environmental services, medical services and engineering design sectors.**

The information technology (IT) sector in Indonesia experienced growth of 170% in the period between 1988 and 1993. The largest growth has been and will continue to be, in software and IT-related services, with a particular need for systems integration. With the lowest line density in ASEAN, 1.1 per 100 people, excess demand is approximately 20% of existing capacity. The overall economic opportunity cost due to the lack of telecommunications is estimated at US\$2.5 billion annually.

From 1989-1994, telecommunications development was given high priority with a focus on development on areas outside of Java. This same priority will be retained during the Five Year Plan, Repelita VI (1994-1999). A number of reforms are being implemented aimed at strengthening the capability of the sector's primary institutions in their development of the telecommunications network.

Jurisdiction over telecommunications is held by the Ministry of Tourism, Post and Telecommunications with significant influence in sector strategy formulation also being exerted by the Ministry of Finance and the National Development Planning Agency (BAPPENAS). Basic services are provided by PT Telkom, while PT Indosat is responsible for the provision of international services. Cellular services are provided by private sector companies through revenue sharing agreements with the government.

Indonesia's long-term policy objectives for this sector are the strengthening of planning, management, local manufacturing and installation of equipment; increased penetration and quality of services; extended coverage of basic services to all urban and rural areas; increased self financing; and stronger domestic research and development capabilities.

*This summary is based on the market study *Telecommunications*, commissioned in 1994 by the Canadian Embassy in Jakarta. It can be obtained from the Embassy or from DFAIT's InfoCentre.

The strategies for carrying out these objectives include: the provisional privatization of government-owned operators, increased participation of the private sector and further sectoral deregulation. The private sector currently participates in a number of joint ventures with PT Telkom, through revenue-sharing agreements (PBH's) in the provision of cellular and network services.

Competition in the sector has already begun in satellite and cellular services. The privatization of PT Telkom, through listing on the Jakarta Stock Exchange, is being considered to increase further competition, efficiency and accountability.

During Repelita VI the Indonesian government has set a target of the installation of 5 million new lines, 2 million of which will come from private sector installations under revenue-sharing agreements. It is expected that the total cost of sector requirements will be US\$10 billion, 60% of which will be supplied by internal investment and the remaining through loans from the World Bank, the ADB and bilateral sources.

It is required by law that companies marketing products and/or services in Indonesia utilize a local partner or distributor.

3. ENVIRONMENTAL EQUIPMENT AND SERVICES*



- **Opportunities exist for environmental products and services to serve megaprojects in the forestry, power and construction sectors.**

Indonesia's rapidly changing economy has brought about ecological challenges. The effects of resource extraction and exploitation, rapidly increasing industrialization and expanding population have combined to produce an unprecedented strain on the environment. There is now a growing awareness of the need for environmental management and protection. Indonesia's guidelines for State Policy recognize the aim of sustainable development within the larger context of national development. All new projects in Indonesia using international funding must adhere to Indonesia's strict new environmental regulations—most of which were written through the assistance of the CIDA-funded Environmental Management and Development in Indonesia (EMDI) project.

As Indonesia plans megaprojects in the forestry, power and construction sectors, there will be opportunities for Canadian expertise in both environmental products and services needed to meet these rigorous standards. The traditional suppliers have been the Dutch, British and Germans. In recent years, however, Japanese, Australian and American firms have emerged on the scene. There are roughly one hundred domestic firms in the Indonesian environment market today. Further opportunities will be generated as the domestic economy accelerates. Given the need for greater compliance with environmental standards and regulations and increasing pressure from non-governmental organizations and the general public, both the public and private sector markets will expand. Increasing urbanization and industrialization are also key factors affecting sectoral growth.

The Government of Indonesia imposes import duties on 10-30% on the original sales prices of environmental goods. As a general rule, however, environmental equipment that is not manufactured in Indonesia may be eligible for duty exemptions. If the end user of the environmental equipment is the government, duties may be exempted. As well, the government may decrease the amount of import duties to zero if the product is considered to be a solution to an environmental problem caused by either the government or private industry.

*This summary is based on *Environmental Technologies*, a market study commissioned in 1994 by the Canadian Embassy in Jakarta. It can be obtained from the Embassy or from DFAIT's InfoCentre.

4. MINING AND SOLID MINERALS*



- **Opportunities exist in the supply of mineral processing and production equipment and consulting engineers for plant rehabilitation and productivity, as well as manpower training and other services.**

Indonesia possesses substantial mineral resources and the nation ranks among the world's largest producers of tin and nickel. In addition, it produces substantial amounts of coal, copper and gold. Smaller quantities of iron, manganese, bauxite and silver are also mined. Currently, most of the nation's minerals are exported.

Given the fact that its population is the fourth largest in the world, Indonesia is likely to become an important market for minerals as its economy develops. In the near future the greatest demand is likely to be for non-metallic minerals, especially those used in the construction industry, such as limestone, clay, gypsum and asphalt.

Canadian mineral exports to Indonesia have been growing steadily and were valued at over C\$40 million in 1993. INCO, with \$1.2 billion dollars invested in a nickel mine in Sulawesi, represents the largest Canadian investment in Indonesia. Other Canadian firms active in the field include PT Ingold, a subsidiary of INCO and Dominion Gold.

Because of the capital required to extract mineral resources the Indonesian government actively encourages foreign investment. However, under the Indonesian constitution all mineral resources belong to the people; accordingly, various state-owned companies have been established to participate in and/or supervise mining activity. These companies include PT Tambang Timah for tin, PT Tambang Batubara and Perum Tambang Batubara Ombilin for coal and PT Aneka Tambang for less significant minerals. Investors are expected to work closely with these firms and usually operate under production sharing agreements. The exact terms and conditions of these cooperative agreements are subject to negotiation.

The real opportunities for Canadian firms may come from the supply of mineral processing and production equipment. There is also a rising demand for consulting engineers with regard to plant rehabilitation and productivity as well as manpower training and other services.

All areas are currently open to foreign investment; to participate in exploration or development, foreign companies may act as contractors to the state mining enterprises or as partners in joint ventures. No minimum investment is mandated except for Java and Bali, where an investment of at least US\$5 million is required. Potential investors are cautioned that obtaining a Contract of Work (COW), which permits a foreign firm to engage in mining operations, is a fairly complex process involving at least 15 distinct steps.

*More information on the opportunities in this sector can be obtained directly from the Canadian Embassy in Jakarta.

5. TRANSPORTATION*

The overall basic transport infrastructure program for the next 5 years is worth over US\$13 billion. The government expects that the private sector and international creditors will contribute the majority of the funding.



Roads:

Carrying about 53% of medium to long haul freight and 88% of passenger traffic, roads accounted for 60% of total spending on transportation in 1992. To accommodate an average 6% increase per annum in traffic, Indonesia's road network has almost doubled from 136 000 km of roads in 1979 to 260,000 km of roads in 1993.

The government's current five year economic development plan, *Repelita VI* (1994/95-1998/99) stresses the expansion of road capacity in key zones of industrial development in order to ease traffic congestion. Value-added services for traffic management and improved toll road efficiency are attractive areas that have hardly been touched by investors, and the potential is still unquantified.



Rail:

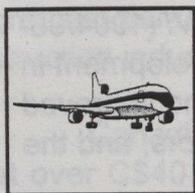
The area of greatest expansion in the next few years is Indonesia's toll road network. The state toll road company, PT Jasa Marga, currently operates 17 toll roads with a total length of 391 km of main roads, 72 km of connecting roads and 6 toll bridges. As of Fall 1993, PT Jasa Marga had targeted 17 projects for construction with private partners at a total estimated investment cost of US\$2.2 billion.

In 1991, the Indonesian Railway Corporation (Perumka) carried 63 million passengers and 13 million tons of freight. Of its 6441 km of track, three-quarters is located on Java. The Java line derives about 70% of its revenues from passenger traffic while also carrying significant amounts of cement, fertilizer, steel and petroleum fuels. Perumka's cargo traffic increased 23% between 1985 and 1990, mostly due to increased transport of coal.

*This summary is based on *Transportation-rail, airports, roads*, a market study commissioned in 1994 by the Canadian Embassy in Jakarta. It can be obtained from the Embassy or from DFAIT's InfoCentre.

Rail infrastructure investments programmed for the next 5 years total about US\$169 million for electric lines, and over US\$484 million for diesel railways. Procurement of railway rolling stock over the next 5 years will include passenger train and diesel locomotives totalling US\$412 million, and electrical trains for US\$252 million. Although multilateral lending agencies have not previously been involved in the Indonesian railways, the World Bank has scheduled a project to modernize the Java system in 1995. The World Bank will fund \$80 million out of a total project cost of \$150 million, mainly for track and bridge improvements.

Plans for the construction of mass transit systems in Jakarta are also underway. The cost of the project is worth approximately US\$2.2 billion. A subway would service approximately 15% of public transit users, or about 140 000 people a day. Construction is planned for 1997.



Air:

In 1991/92, Indonesia's 146 public airports handled 10.9 million passengers on 6 domestic airlines, 29 international carriers, 17 domestic charter companies and 50 private general aviation companies. Indonesia's airport sector is growing rapidly, with domestic and foreign passenger traffic increasing 6.2% and 10.8% respectively between 1989 and 1991.

The Government of Indonesia has identified twelve major airports for priority development. Procurement of an additional 65 commercial planes and support services costing about US\$1.4 billion is also planned. One of the most notable changes in the development of Indonesia's airports has been the move to commercialize operations, with the state airport corporations, PAP I and PAP II, gradually operating a total of fourteen airports. The remaining 132 airports are managed by the Directorate General of Air Communications.

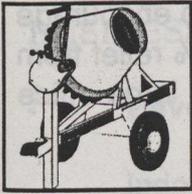
The Asian Development Bank's US\$110 million East Indonesia Airports project is the first of this magnitude in Indonesia. The World Bank has not been involved in airports in Indonesia. Bilateral aid has been considerable in comparison, totalling US\$581 million between 1982 and 1992. Private sector involvement in non-aeronautical activities, such as baggage handling, security systems, concessionaires, has attracted many investors.



Marine:

Both the sea transport program and the inland waterways transport program will include procurement of 22 vessels for an overall investment of about US\$7 billion within 5 years. Also, investments totalling about US\$330 million, in ports and handling facilities on a commercial cost-recovery basis, are being offered at Jakarta's Tanjung Priok and 12 regional ports.

6. CONSTRUCTION EQUIPMENT, BUILDING PRODUCTS AND RELATED SERVICES



• Opportunities exist in residential construction, steel pipe and building ceramics.

Indonesia's construction industry first took off in the mid-1980's with an enormous surge in construction. A tightening of the money supply in 1989 and 1990, effectively curtailing construction activity, was relaxed in 1993 and led not only to greater liquidity among lenders, but effectively lowered interest rates. This resulted in a growing demand for residential housing and allowed construction to commence on several industrial "mega-projects". In addition, government power and road infrastructure projects and rising per capita income have led to further expansion in the construction industry.

The National Housing Board estimates that the annual demand for new housing (including private homes and residential complexes) is between 500 000 and 600 000 units per annum, with Jakarta absorbing about one quarter of the total supply. Total retail stock reached 678 900 m² in 1993, with an average occupancy rate of 88%. Additional confirmed retail stock is set to increase by 12% in 1994 and 9% in 1995.

Demand for office real estate peaked in 1989, when office rentals reached almost full occupancy. Following an increase in supply, occupancy has decreased to about 87% and rental rates have leveled off to between US\$13 and US\$16 per metre square per month. The luxury hotel market in Jakarta is also saturated, with occupancy rates currently in the sixtieth percentile.

In 1993, the heavy equipment industry was opened to new investment, allowing foreign manufacturers to sell directly to general importers instead of appointing a sole agent. Heavy equipment producers in Indonesia assemble bulldozers, wheel loaders, motor graders, hydraulic excavators and forklifts. Local content was about 45% for bulldozers and 25% for motor graders in 1992. Currently, the heavy equipment market in Indonesia is dominated by two brands, Caterpillar and Komatsu, which control 85% of domestic production capacity. In 1992, total imports reached US\$69.6 million.

Demand for steel pipe has been significant due to Indonesia's boom in multi-story office buildings and continuing oil and gas exploration. Indonesia does not yet produce seamless steel pipe and, thus, the oil and gas industries depend entirely on imports. Imports of all forms of steel pipe and seamless pipe reached US\$559.2 million and US\$216.5 million respectively in 1992. Despite Indonesia's large ceramics production capacity and an import duty of 40% on ceramic tiles, there remains a large market for high quality building ceramics.

*This summary is based on *Construction Equipment and Building Materials*, a market study commissioned in 1994 by the Canadian Embassy in Jakarta. It can be obtained from the Embassy or from DFAIT's InfoCentre.

DOING BUSINESS IN INDONESIA

BUSINESS RELATIONS

• Developing relationships

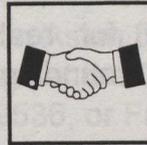
Indonesian people pride themselves on being polite and refined. To succeed in this market, it is necessary to observe and act according to the cultural norms of the society. The concept of "face" is important. Avoid confrontation and displays of anger. Harmony is valued. Do not expect to hear a direct 'no', but listen carefully for the underlying message.

Time is a flexible commodity for the Indonesian people. Be prepared to wait patiently. However, they know that we are punctual in Canada and will expect you to be on time.

Indonesians have a high regard for status, position and age and it is important to show respect in the presence of elders and superiors. Business is built on personal relationships, which often extend to family members. Expect business associates to ask personal questions and, initially, spend very little time on business talk. Relationships must be nurtured. Expect to attend social functions on evenings and weekends. As modesty is valued by the Indonesians, try to avoid the "hard sell". A balanced presentation of your technology and expertise will sell itself.

Typical North American body language may appear to be aggressive in Indonesia. Avoid standing with your arms crossed in front of your chest or with your

hands on your hips. Of course, there are always exceptions to every rule. Many senior Indonesians were educated in North America or Europe. As well, if you are aware that you have made a cultural "faux pas", simply apologize for it. Your Indonesian counterpart may appreciate that you recognize your mistake in the first place.



• Negotiating

A 1994 study by the Centre for Canada-Asia Business Relations of Queen's University (see *Publications in Appendix I* of this document) found that Indonesian government officials had two principal goals when negotiating business transactions. The first was the satisfaction of both parties at the end of the negotiations, and the second was how closely the transaction's results would adhere to and further the principles of Pancasila (the state philosophy), the current Repelita (the national development plan) or the national interest. The implications of these findings for Canadian business people are important for successful negotiations. It is essential that aspects of the Pancasila and priorities of the current Repelita be incorporated into the selling points of a particular product or service. This is consistent with observations that Indonesians, confident of continued economic development as outlined in these plans, can tend to stress future business opportunities and in

particular future large profit margins. One suggestion is to integrate social priorities into the selling strategy by presenting a social cost/benefit analysis in addition to the regular cost/benefit analysis.

Indonesian views regarding contracts are also enlightening. In Canada, the signing of a contract indicates the end of one process (the negotiation) and the beginning of another (the implementation). In Indonesia, the signing of a contract signals the beginning of an adaptive process, whereby the seller has showed the seriousness of his or her intentions and is now ready for real negotiating as circumstances surrounding

FORMS OF BUSINESS/ REPRESENTATION

Foreign companies are allowed to establish themselves locally without restriction, or purchase existing assets of Indonesian or other foreign companies. In the case of Foreign Investment Ventures (known as PMAs), which are joint ventures between a foreign company and an Indonesian firm/national, the minimum equity holding by the Indonesian partner is assigned at 5%. The maximum validity period for foreign investments has been raised to 30 years, with extension for an additional 30 years possible if the firm continues to operate and is seen as a positive contributor to national economic development.

- **Agents**

Although Indonesian laws do not

the contract change. Indonesians are more concerned with the spirit of the contract, rather than its letter.

- **Decision making**

Indonesians often engage in a three-stage process to come to a decision about a sale or contract. A spokesperson, such as a more junior agent in a company or government department, will initially recommend the firm in question. A more influential person within the company or department will then "sponsor" the firm. Finally, a decisionmaker, whom the seller may never meet, will approve the transaction.

require a local agent or partner for a number of the sectors described below, for practical purposes, Canadian companies have found a local agent crucial for building business in Indonesia. One necessary attribute for any potential Indonesian agent or distributor is an extensive network of appropriate contacts, both with senior level decision-makers and those at middle level responsible for implementation. Agency fees vary greatly. The Canadian Embassy can advise on a number of agents .

- **Distribution**

The distribution of goods and services can generally be undertaken only by Indonesian citizens or by a company wholly-owned by Indonesians. A foreign capital investment/manufacturing company

(PMA) may establish its own distribution companies (or distribute themselves if not more than 49% foreign-owned). A distribution company is limited to the

distribution of the products of its associated manufacturing company at the wholesale level.

TENDERING ON PROJECTS

Please refer to the April 1995 report, *Tendering and Bidding Procedures in Indonesia*, commissioned by the Canadian

Embassy in Jakarta and available from there or from DFAIT's InfoCentre (1-800-267-8376).

Details relating to registering and bidding on Asian Development Bank projects can be obtained from Mr. Art Fraser at the Canadian Embassy in Manila, the Philippines at Tel. (63-2) 815-9536, or Fax (63-2) 815-9595. Details on World Bank projects can be obtained from the Office of Liaison with International Financial Institutions, Embassy of Canada, 501 Pennsylvania Avenue NW, Washington, D.C. 20001 USA, Tel. (202) 682-7788, Fax (202) 682-7789.

IMPORT REGULATIONS

Importers are required to have an import licence issued by the Department of Trade. Broad classifications are:

- 1) General importer: can import most goods.
- 2) Importer-producer: can import raw materials and intermediate goods essential for production.
- 3) Registered importer: granted exclusive

right to import certain goods as determined by the government.

- 4) Sole agents: for specific imports.

Duties range from nil to 100%; other surcharges range from 50% to 400%, depending on competitiveness of locally-produced goods.

EXPORT REGULATIONS

Possession of a trading licence is necessary. The Government has introduced export promotion measures, including no restrictions on foreign good imports and exemptions from tax and import duties on machinery and raw materials used in producing goods of which

65% are sold abroad. Certain products are either prohibited for export, or subject to special licencing: gold ore, silver, certain categories of rubber, scrap bronze, copper (except from Irian Jaya), iron, unprocessed rattan and antiques of cultural value.

METHODS OF PAYMENT

Payment for exports may be made in any currency and exporters are allowed to retain foreign exchange earnings to

purchase production materials or capital goods, or to use in business transactions requiring foreign exchange.

LABOUR

Indonesia's labour force is estimated at 83 million and growing by 2.8% annually. Half of all workers are active in agriculture, hunting, forestry and fishing. Trade, public services and manufacturing are the next biggest employers. About 40% of the labour force is unionized, but active

membership is estimated to be between 5% and 10%. This is attributed to the population's lack of familiarity with trade union practices. There has been some labour unrest recently, which focused on the low wages and lack of benefits offered by employers.

TAXATION

The basic taxes levied in Indonesia are company tax, personal income tax (both 15% to 35%, see below), interest, dividend or royalty tax (withholding tax of 15% for residents, 20% for non-residents), luxury tax (ranging from 10% to 35%) and

value-added tax (10%). Income tax rates for residents (both corporate and individual) are:

Up to Rp 10 million	15%
Rp 10 million to Rp 50 million	25%
Above Rp 50 million	35%

BANKING, LOCAL FINANCE and INSURANCE



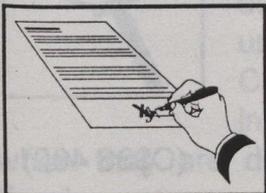
Bank Indonesia, the central bank, is responsible for supervising and regulating all financial institutions, except finance companies and insurance companies. It performs all the functions of a central bank, such as issuing currency, maintaining international reserves and administering monetary policy. Deregulation in the late 1980s and early 1990s has encouraged the growth of international private sector funds for investment, as well as allowing foreign and private domestic banks into the financial services market and joint ventures between both. The range of services offered by banks is growing. Under the terms set by the BKPM, foreign joint venture companies do not always have access to domestic funding. However, the number of exceptions to this rule is rising. As of mid-1993, Indonesia had 193 commercial banks, including the five state banks.

Leasing is popular and well-supported by a number of local and foreign-controlled leasing companies. The stock market is still in its infancy, but considerable foreign interest in the market has followed the government's decision to promote the use of the Jakarta and Surabaya exchanges.

The domestic insurance industry is largely undeveloped and most major risks are consequently reinsured offshore. The government does continue to encourage foreign joint ventures in insurance activities, thus broadening the domestic financial services sector.

While there are no Canadian banks in Indonesia, many have offices in other Southeast Asian countries, in particular Singapore, from where they can provide assistance.

LEGAL SYSTEM



Much of Indonesian law is based on old, general and outdated Dutch law.

Commercial law is based on the pre-independence Dutch Commercial Code; new foreign direct investment and taxation laws are the exceptions. Company law and the related business forms are being revised and draft legislation is before the

Indonesian Parliament. Land law is based on the Agrarian Law of 1960; only Indonesian citizens and companies have legal rights to land. Foreign investors can utilize land via a right of exploitation, a right of building and a right of use.

- **Intellectual property protection**

Indonesia is a member of the Paris Convention for the Protection of Industrial

Property. The government has taken steps to eradicate copyright and patent infringements and to enhance security for foreign investors. The country's first patent law, which became effective in August 1991, allows an inventor to obtain a patent for up to 14 years for any invention that has never been used, displayed, announced or published.

The Foreign Investment Protection Agreement (FIPA) to be negotiated this year between Indonesia and Canada will cover intellectual property protection. Indonesia also has copyright agreements with the U.S.A. and the European Union.

The trade mark law, currently under revision, grants an exclusive right to use a trade mark to the first user in Indonesia. Registration of the trade mark with the Directorate of Patent and Copyright at the Department of Justice establishes a presumption of its first use and must be renewed after 10 years.

PRICE SURVEY

Wages:

The statutory minimum wage in 1993 as stipulated by the Ministry of Manpower was Rp3100 per day in the Jakarta area, but companies are free to determine employee wages. The national minimum wage will rise by an average of 20%, ranging from 10% to 35% in 19 provinces, in April 1995. Average yearly salaries in 1993, with Canadian equivalents using the March 1995 exchange rate of C\$1=Rp1565,

• Business dispute procedures

Disputes between a foreign company and its partner may be resolved by negotiation, arbitration, or by domestic or international courts. Indonesia adheres to the 1958 New York Convention on the Recognition and Enforcement of Foreign Arbitral Awards and to the 1968 Convention on the Settlement of Investment Disputes between States.

The Indonesian National Board of Arbitration, established in 1977 to assist in the resolution of contract disputes, accepts cases in all fields of trade, industry and finance and is empowered to resolve disputes between domestic firms, domestic and foreign enterprises and private business and government.

As above, the FIPA to be negotiated this year will cover business dispute procedures.

were:		
Managers	Rp60 million	(C\$38 400)
Executive staff	Rp24 million	(C\$15 335)
Clerical staff	Rp6 million	(C\$3835)
Skilled labour	Rp4.8 million	(C\$3067)
Unskilled labour	Rp2.4 million	(C\$1535)

Office space rental:

US\$10 - US\$17 per square metre, with an additional service charge of US\$7 per square metre.

Secretarial services:

Senior secretary, Rp75 000/day or
Rp1 500 000/month
Word processing/page, Rp6000

Office equipment:

Fax machine
Rp400 000/month
Photocopier
Rp750 000/month
Personal computer with laser printer
Rp3000 - Rp3500/month

Car rentals:

*(Prices quoted by Blue Bird car rental,
Jakarta - subject to change)*

Volvo 960 with driver and gas
US\$200/day, or \$20/hour
Twin Cam with driver and gas
US\$110/day, or \$11/hour

Telephone costs:

Installation can take anywhere from one to six months. An installation fee of approximately Rp1 000 000 is charged, and average charges for calls to Canada are Rp22 750 for the first three minutes, and Rp4550 for subsequent minutes.

Residential rents:

As can be expected, rents vary according to location and type of accommodation. For a house relatively near downtown Jakarta, rent ranges from US\$3000 to US\$4000 a month, with utilities at an additional US\$1000 a month.

GUIDELINES FOR CANADIAN BUSINESSES OPERATING ABROAD



Canadians are more vulnerable to the attempts of foreign interests to gain unauthorized access to Canadian proprietary information or technology

when they are doing business abroad. Foreign governments and their representatives, which may include state-owned or -funded corporations, can act with more temerity in their own territory. The following guidelines apply generally overseas and are not intended to suggest Canadians are particularly vulnerable in Indonesia.

The rule of thumb for what company information to bring is: if you can get by without it, do not bring it. The more proprietary information you bring with you, the more you have to worry about keeping it safe. The best practice is to carry sensitive business information with you at all times. It is best to carry the information—on diskette or on paper—on your person. Briefcases and luggage can be searched at points of entry or exit, or if left unattended at your hotel, or in the offices of the company with which you are doing business.

Try to avoid discussing sensitive business information over the phone, or transmitting it by unencrypted fax. If such information must be exchanged with your home office over open phone lines, use a pre-arranged code, or keep details to a minimum.

The use of interpreters is standard in most business dealings in foreign countries where English or French are not the first languages, particularly when government officials are involved. Always hire your own interpreter from an outside agency recommended by a neutral party or by the Canadian Embassy.

Think twice about staying in a hotel recommended by the foreign government or business. Their choice may be a local business which cooperatively allows them access to the hotel safe, or to your room. If courtesy dictates that you accept a recommendation, ask for two or three choices—the chances are less that you will end up staying in a place where your information could be compromised.

Hotel rooms or office facilities provided by host companies or governments may be electronically monitored. Be guarded in your conversations. Ironically, a public place (city park, shopping mall, tourist attraction) may be a safer location to discuss sensitive business details.

Be wary of making use of laptop computers provided by hotels or foreign business contacts. Even if you don't save your information to the hard drive, some data can be retrieved, particularly if the

machine has been modified for this purpose.

Be careful what you throw away—discarded notes from a business meeting may contain proprietary information which could be of great use to a competitor, or to a company with whom you are conducting negotiations.

The Canadian Security Intelligence Service is responsible for investigating activities that pose threats to the security of Canada. Such activities include the efforts of foreign governments and state owned or directed corporations to acquire unauthorized access to Canadian proprietary information or technology. ***If you are planning to conduct business abroad, it is recommended that you contact the Canadian Security Intelligence Service at one of the numbers listed below, and ask for the Technology Transfer Coordinator.*** She or he will be able to provide you with further information regarding these activities, or answer any specific questions you might have.

Newfoundland:	(709) 772-5449
Nova Scotia:	(902) 420-5900
New Brunswick:	(506) 452-3786
Quebec:	
Montreal	(514) 393-5600
Quebec City	(418) 529-8926
Ontario:	
Ottawa	(613) 998-1679
Toronto	(416) 865-1480
Windsor	(519) 258-6637
Manitoba:	(204) 983-5405
Saskatchewan:	(306) 780-5512

Alberta:

Edmonton (403) 421-5800

Calgary (403) 421-5255

British Columbia: (604) 528-7400

Examples of economic espionage:

Proprietary information developed by a Canadian company was the target of an economic espionage attempt by a foreign government. A former employee of the company was approached by a representative of the foreign government and asked to provide information—including technical drawings—of a proprietary nature.

A hotel provided its guests with laptop computers that had been modified to make surreptitious copies of user files, which were stored in a hidden sub-directory.

A Canadian company, one of the top contenders for a contract worth millions of dollars, lost the opportunity to bid after

contracting a local courier company to deliver their bid package. The courier company delivered the bid late; the company believes the late delivery was intentionally engineered by one of the company's competitors.

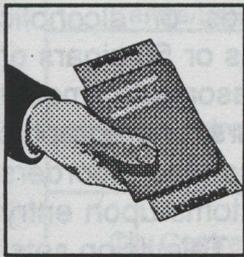
A representative of a Canadian company discovered a listening device on his hotel room phone.

The phone of a Canadian government official was bugged while he was on a business trip.

CAVEAT: The above information was obtained by the Service through its Liaison Awareness Program with the private sector. It has not been corroborated. While it may be indicative of a threat to the economic security of Canadian companies, it should not be used as evidence of a general ongoing threat to Canadian companies operating in the country concerned.

GENERAL INFORMATION

ENTRY REGULATIONS



• Visas

There are five Indonesian Government branches that are relevant to Canadians visiting, studying or working in Indonesia:

- 1) Department of Foreign Affairs (Departement Luar Negeri: DEPLU);
- 2) State Secretariat (Sekretariat Negara: SEKNEG);
- 3) Directorate General of Immigration (Direktorat Jenderal Imigrasi: DIRJEN Imigrasi);
- 4) Department of Manpower Affairs (Departement Tenaga Kerja: DEPNAKER); and
- 5) Investment Coordinating Board (Badan Koordinasi Penanaman Modal: BKPM).

Generally, DEPLU only handles visa matters for Canadians on diplomatic or service passports. Canadians working in Indonesia under the auspices of a group such as the Canadian International Development Agency (CIDA) will have their visas processed by SEKNEG and DEPLU. The bulk of Canadian visa matters are processed by DIRJEN Imigrasi. Applications involving a work permit, will additionally involve DEPNAKER and possibly BKPM.

Visas are classified by DIRJEN Imigrasi according to duration: *Transit*, *Visitor* (short stay) and, *Semi-permanent resident* (long stay). The *Visitor* and *Semi-permanent Resident* categories are further broken down into sub-categories.

The **Visitor** category encompasses three types of visa: **Tourist, Social and Business**. Canada is one of 23 countries whose citizens are permitted a two-month *Tourist* visa, issued upon arrival. There is no fee for this visa and no extensions are allowed. The *Social* visa is used for social or cultural visits with family or friends. The initial period is for one to three months with possible extension to six months. The *Business* visa is for persons seeking to initiate business contacts, visit plant and facilities, negotiate contracts, attend trade shows and the like. The single entry business visa is good for up to 3 months (usually 5 weeks are granted) and is extendable for up to 6 months. The multiple entry business visa is good for one year.

A visa holder must exit and reenter Indonesia to again be eligible for a four-month stay and two one-month extensions. All *Visitor* category visas do not permit the foreign party to work in Indonesia; DIRJEN Imigrasi has authority to deport offenders. **Passports must be valid for at least 6 months after the date of entry or re-entry into Indonesia.**

The *Semi-permanent Resident* category consists of four types of visa: *Family, Student, Training and Work*. The *Family* visa is used by persons who have changed citizenship and seek to re-join relatives for an extended visit. The *Student* visa covers persons attending university or technical school in Indonesia. The *Training* visa is similar to the student visa; it permits the holder to engage in unpaid work with an Indonesia company for purposes of gaining practical work experience. *Work* visas are processed according to the type of enterprise retaining the foreign expert. Where the hiring company is an Indonesian limited company (PT), the company will seek clearance from DEPNAKER before tendering the application to DIRJEN Imigrasi. Where the hiring company is a foreign joint venture company (PMA), authorization will come from BKPM before application is made to DIRJEN Imigrasi. While the types of *Semi-permanent Resident* visa differ in their application procedure, the *Semi-permanent Resident*

visa itself is always issued overseas upon the authorization of DIRJEN Imigrasi.

• Customs

Indonesian customs allows on entry a maximum of two litres of alcoholic beverages, 200 cigarettes or 50 cigars or 100g of tobacco and a reasonable amount of perfume per adult. Cars, photographic equipment, typewriters and tape recorders must be declared to Customs upon entry and must be re-exported. Television sets, radios, narcotics, arms and ammunition, pornographic or subversive literature, printed matter in Chinese characters and Chinese medicines are prohibited. Material in Japanese or Korean may also cause problems. Advance approval is required for carrying transceivers, and all movie films and video cassettes must be viewed by the Film Censor Board.

There is no restriction on import or export of foreign currencies, however, the export or import of Indonesian currency exceeding Rp50 000 is prohibited.

GETTING AROUND



Visitors can get around Indonesia via taxi, minibus, bus, rail and airplane, all offering varying degrees of comfort. Taxis are metered in Jakarta, Surabaya, Bandung, Solo (Surakarta), Semarang and Yogyakarta. The flag fare for air-conditioned taxis in Jakarta is Rp900 and Rp400 is charged for each additional kilometre; for non air-conditioned taxis it is Rp600 and Rp300 per kilometre. Air-conditioned taxis can be hired by the hour—a two hour minimum charge is Rp20 000 and Rp7500 is charged for each additional hour. Fares should be negotiated in advance. In Jakarta, taxi fares from the international airport to downtown will cost between Rp25 000 and Rp30 000. The air-conditioned airport bus services will cost approximately Rp3000 to any of the five city zones. Complimentary hotel limousine service is provided by some of leading hotels.

TRAVEL TIMES			
Destination	M-F & Sun, 7 pm-8 am	M-F & Sat, 8 am-7pm	Comments
Airport, City Centre/Embassy	40 minutes	90 minutes	
City Centre, BPPT	15 min	30 min	Agency for the Assessment and Application of Technology
City Centre, DEPLU	25 min	45 min	Department of Foreign Affairs
City Centre, BAPPENAS	15 min	30 min	Development Planning Board
City Centre, BAPEDAL	10 min	20 min	Environmental Impact Agency
City Centre, Department of Mines and Energy	20 min	40 min	
City Centre, Department of Forestry	20 min	40 min	
City Centre, Department of Finance	25 min	45 min	
City Centre, BKPM	10 min	25 min	Investment Coordinating Board
City Centre, Old Batavia/Sunda Kelapa/Ancol	35 min	60 min	Old town/ schooner dock/ waterfront park
City Centre, Taman Mini Indonesia	30 min	75 min	Tourist attraction, Indonesia in miniature
City Centre, Blok M (Shopping)	15 min	25 min	Local pasar and modern shopping
City Centre, Sarinah's (Shopping)	15 min	30 min	Above Hard Rock Cafe, McDonalds

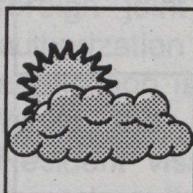
HOLIDAYS



Holidays in 1995 follow; those marked with an asterix are based on the Islamic lunar calendar and alter every year, as do the Christian holidays Good Friday and Ascension Day.

January 1	New Year's Day
February	Ramadan*
March 3-4	Idul Fitri*
April 14	Good Friday
May 10	Idul Adha*
May 15	Waisek Day
May 25	Ascension Day
May 31	Awal Muharram/Islamic New Year*
August 9	Maulid Nabi Mohammed Saw* (Prophet Mohammed's birthday)
August 17	Independence Day
December 20	Isra Mi'raj of Prophet Mohammed Saw*
December 25	Christmas Day

CLIMATE



Indonesia has a tropical climate. The East Monsoon, from June to September, brings dry weather and the West Monsoon, from December to March, brings rain. Heaviest rainfalls are usually recorded in December and January; temperatures during the height of the dry season range from 21°C to 33°C.

CURRENCY

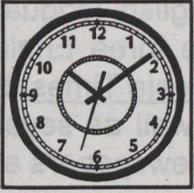


The unit of currency is the rupiah (Rp), which is divided into 100 sen and is freely convertible. Notes are in denominations of 50 000, 20 000, 10 000, 5000, 1000, 500 and 100; coins come in 100, 50, 25, 10 and 5 rupiah pieces. As of March 1995, C\$1 was worth about Rp1565.

• Tipping

Major hotels usually add a 10% service charge to bills. Where it is not included, a tip of between 5% and 10% of the bill is appropriate, according to the level of service. Airport porters expect Rp 1000 for a small bag and Rp 2000 for bags weighing more than 20 kg. Tipping taxi and hire-car drivers is not mandatory, but for good service Rp 1000 for taxi drivers and a slightly larger tip for hire-car drivers is appropriate.

TIME



The Indonesian archipelago is spread over three time zones. Western Indonesia Standard Time covers the islands of Sumatra, Java and Madura, West and Central Kalimantan; Central Indonesia Standard Time covers East South Kalimantan, Sulawesi, Bali and Nusa Tenggara; and Eastern Indonesia Standard Time covers Maluku and Irian Jaya. Jakarta is 7 hours ahead of Greenwich Mean Time.

BUSINESS HOURS

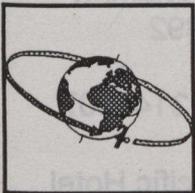
Business offices are usually open either from 8:00 am to 4:00 pm or 9:00 am to 5:00 pm, with a lunch break between 12:00 noon and 1:00 pm. They are not usually open on Saturdays. Government offices are open from 8:00 am to 3:00 pm from Monday to Thursday, 8:00 am to 11:00 am on Fridays and 8:00 am to 2:00 pm on Saturdays. Shops are usually open from 9:00 am to 5:30 pm or 10:00 pm.

Normal banking hours are from 8:00 am to 1:00 pm and 2:00 pm to 3:00 pm from Monday to Friday and until 11:00 pm on Saturdays. Some bank branches in hotels keep longer hours. Money can be exchanged at banks, hotel cashiers and through authorized money changers.

LANGUAGE

Although there are about 583 spoken languages and dialects in Indonesia, Bahasa Indonesia as the national language is understood by the majority. Business can usually be conducted in English.

COMMUNICATIONS



It is recommended that important mail be registered. International direct dialling (IDD) is available in the Jakarta metropolitan area and in some other cities in Java, Bali, Sulawesi and north Sumatra. IDD extends to some one hundred countries and operator-assisted calls can be made without difficulty. International telex and facsimile transmission facilities to most parts of the world are available. Internal communication by telephone can be unreliable, especially during the rainy season.

MEDIA



Radio and television broadcasts are mostly in Bahasa Indonesia, although there are one or two English language programs each evening. In Jakarta, there are three English language daily newspapers available: the Indonesia Times, the Indonesia Observer and the Jakarta Post, as well as several English business periodicals and select foreign newspapers and magazines.

ELECTRICITY



Power supply is usually 220 volts/50 cycles in large cities, but 110 volts is still used in some areas. Normal outlets take plugs with two rounded pins.

WEIGHTS AND MEASURES



The metric system is used.

HOTELS

Jakarta Hilton International
Jalat Gatot Subroto
P. O. Box 3315
Jakarta
Tel. (62-21) 5703600
Fax (62-21) 5733087

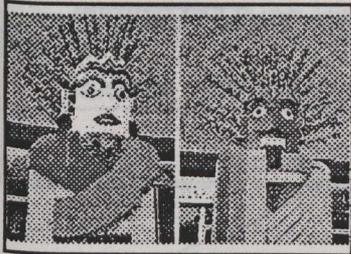
Le Meridien Jakarta
Jalan Jenderal Sudirman
Jakarta 18-20
Tel. (62-21) 5711414
Fax (62-21) 5711633

Mandarin Oriental
Jalan M. H. Thamrin
P. O. Box 3392
Jakarta
Tel. (62-21) 3141307

Sari Pan Pacific Hotel
Jalan M. H. Thamrin 6
Jakarta 10340
Tel. (62-21) 323707
1-800-327-8585
Fax (62-21) 323650

Patra Surabaya Hilton
International
Jalan Gunungsari
Surabaya, Indonesia
60224
Tel. (62-031) 5827036
Fax (62-031) 574504

SIGHTSEEING (Jakarta)



The National Monument is a 137-metre tall marble obelisk topped with 35 kg of flame-coated gold. Historical museum and elevator at the top give a bird's eye view of city.

The **Parliament Buildings** can be found on Jalan Gatot Subroto. The People's Consultative Assembly meets here at least once every five years.

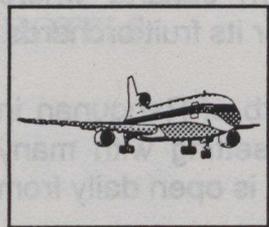
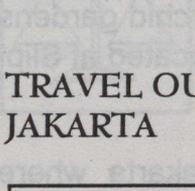
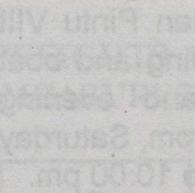
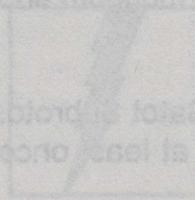
Taman Ria Remaja Senayan is a park on Jalan Pintu VIII Senayan. Facilities include lake boating, canoeing and boat cycling, minicars, trains, a merry-go-round and evening entertainment. Open daily from 4:00 pm to 10:00 pm, Saturday to midnight, Sundays and holidays from 8:00 am to 10:00 pm.

The **Orchid Gardens** offer several commercial orchid gardens which are open to the public; the best known are located at Slipi and Taman Mini.

The **Condet** is a rural village in southern Jakarta where traditional lifestyle is preserved. It is famous for its fruit orchards.

The **Rangunan Zoo** is located in the suburb of Rangunan in southern Jakarta. It offers lush, tropical setting with many indigenous and exotic birds and animals and is open daily from 8:00 am to 6:00 pm.

The **Central Museum** presents prehistorical, historical, archaeological and ethnographic aspects of Indonesia in its extensive collection of artifacts and relics which include bronze and ceramic collections of the Han, Tang and Ming dynasties. It is open from 8:00 am until 2:00 pm Tuesday to Thursday, 8:00 am to 11:00 am on Fridays and until 1:00 pm on Saturdays.



**TRAVEL OUTSIDE
JAKARTA**

Indonesia in Miniature Park shows the Indonesian archipelago in miniature, with the 27 provinces and their distinctive characteristics. The Park also has an orchid garden, bird walk, fauna museum, pool, restaurants, Imax theatre and three museums. It is open from 9:00 am until 4:00 pm daily.



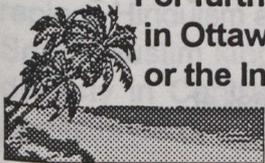
- **Airport taxes**

An airport tax of Rp21 000 is levied on passengers for international travel. For travel within Indonesia, regional differences in taxes occur—expect to pay an average of Rp12 000 on tickets purchased abroad.

A table showing travel times between major centres in Indonesia follows:

Destination	Time	Province
Jakarta to Denpasar	1½ hour flight	Bali
Jakarta to Surabaya	1 hour flight	East Java
Jakarta to Medan	1¾ hour flight	North Sumatra
Jakarta to Jayapura	7 hour flight	Irian Jaya
Jakarta to Ujung Pandang	3 hour flight	Sulawesi
Jakarta to Singapore	1½ hour flight	
Jakarta to Kuala Lumpur	2½ hour flight	

For further tourist information on Indonesia, contact the Embassy of Indonesia in Ottawa, one of the three Indonesian Consulates in B.C., Alberta or Ontario, or the Indonesia Tourism Promotion Office for North America, 3457 Wilshire Boulevard, Los Angeles, CA, 90010, USA, Tel. (213) 387-2078.



LOCAL CUSTOMS, FORMS OF ADDRESS AND A BIT OF HISTORY

LOCAL CUSTOMS

Almost 90% of the Indonesian population is Muslim. Many offices will close on Friday afternoons for prayers. Muslims will not consume either pork or alcohol. During Ramadan (from approximately mid-February to mid-March in 1995), Muslims fast from sunrise to sunset.

As the left hand is considered unclean, it should not be used for eating, giving or receiving things. Never point with your foot or display its sole. When food or drink are served, wait to be invited by your host before beginning. Always try a small amount of everything that is offered.

INDONESIAN FORMS OF ADDRESS

Form of address is a complex question with which Indonesians themselves have problems. In addition, because there are so many distinct languages and cultures within Indonesia, forms of address will vary from place to place. The following are general guidelines:

Tuan is used for men who are of higher or equal status to that of the speaker.

Nyonya is used for married women of higher or equal status.

Nona is used for unmarried women of higher or equal status, until middle age.

Saudara is used for men and women, both married and unmarried (sometimes **Saudari** for women), of equal or lower status.

Bapak or **Pak** (for men), **Ibu** or **Bu** (for women), are used for most Indonesian adults, for polite but friendly relations.

Husbands and wives are usually given equivalent titles, so if you call a person **Pak X**, you would call his wife **Bu X**.

Academic Titles:

Ir. (pronounced "insinyur") is an engineer.

Dr. is a medical doctor, whereas **DR.** is a Ph. D recipient (both pronounced "doctor").

Drs. (for a man, pronounced "doctor andes") and **Dra.** (for a woman, pronounced "doctor ande") is the equivalent of a Bachelor of Arts degree.

S.H. is used following the name of a lawyer in written address.

HISTORY

The discovery in 1809 in East Java of fossils of "Java Man" (*Pithecanthropus Erectus*) which date back some 500 000 years, followed by other finds in later years, is evidence of Java's earliest inhabitants. Major migration movements to the Indonesian archipelago have been traced as far back as 3,000 - 500 B.C. These first migrants were of Mongoloid stock from China and Tonkin.

Indonesia came under the influence of Indian civilization through the gradual influx of Indian traders in the first century A.D., when great Hindu and Buddhist empires were beginning to emerge. This led to the development of two powerful kingdoms, the 9th century Sriwijaya Buddhist Kingdom on Sumatra and the 14th century Majapahit Hindu empire in East Java. This period of Hindu-Buddhist influence lasted several hundred years. Arab traders and merchants laid the foundations for the gradual spread of Islam to the region, but it did not replace Hinduism and Buddhism as the dominant religions until the end of the 16th century. Small Muslim kingdoms developed and grew, peaking with the powerful Islamic Mataram dynasty in Central Java in the late 16th century, but none anticipated the strength and persistence of European invasions which followed.

In 1292, one of the first recorded Europeans, Marco Polo, set foot on the islands and later the Portuguese arrived in pursuit of spices. In 1509, Portuguese trading posts were established in the strategic commercial centre of Malacca on the Malay peninsula and it was from here that they began to control trade routes.

The Dutch followed at the turn of the 16th century and succeeded in ousting the Portuguese to the easternmost islands, where some ports were controlled by another major European power, Spain. The Dutch, initially through the Dutch East India Company, expanded their control of the entire area into the 17th and 18th centuries and retained it for the most part until Japanese occupation in 1942. The Dutch East Indies, as it was known, fell under British rule for a short period (1811-1816) during the Napoleonic Wars, when Holland was occupied by France and Dutch power overseas was limited. With the return of the Dutch, calm was interrupted by a series of bloody wars between the local people and the Dutch colonial government. It was from this period that the independence movements of the 20th century became stronger and more purposeful.

The Japanese invasion in 1942 and occupation until 1945 further strengthened the determination of the nationalist movement. On August 17 1945, the day before Japan

surrendered to the Allied Forces, two of the country's early patriots, Sukarno and Hatta, proclaimed Indonesia's independence and became President and Vice President, respectively, of the new Republic of Indonesia. The returning Dutch bitterly resisted Indonesian nationalist movements and intermittent fighting followed. Indonesia's sovereignty over the former Dutch East Indies was officially recognized on December 9, 1949.

On May 1, 1963 the additional territory of Irian Jaya (western New Guinea) was transferred under UN auspices to Indonesia from the Netherlands. In 1975, after the departure from East Timor of the 300 year-old Portuguese colonial administration, Indonesia annexed the territory and currently administers it.

SERVICES OF THE DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE (DFAIT)

1. DFAIT *IBB*, *FAXLINK* AND INFOCENTRE INFORMATION SERVICES "Information at your fingertips"

The order forms on the next two pages list the trade and business-related publications on Indonesia available from DFAIT and the Canadian Embassy in Indonesia. These documents may be accessed from DFAIT in three ways: electronically, by interactive facsimile and by direct order from the DFAIT InfoCentre.

IBB (the InfoCentre Bulletin Board) provides on-line access to a comprehensive source of DFAIT international market intelligence/information. This menu-driven, full-text information source, with search and download capabilities and electronic mail link, is available 24 hours a day, seven days a week. Its documents draw on national, international, public and private sources and cover all aspects of international business. It is expected that the *IBB* will eventually include market studies, country profiles and trade mission reports. You can log in to *IBB* in the following manner:

- i) Direct dial 1-800-628-1581, or in Ottawa dial (613) 944-1581.
N.B. *IBB* will soon be available to Datapac users at 2020049821.
- ii) Modem to 14 000 baud, line setting N-8-1.
- iii) ANSI/ASCII terminal emulation.

DFAIT's InfoCentre is now running *FaxLink*, an interactive information retrieval system. *FaxLink* stores a wide variety of trade and foreign policy documents and publications, each with their own publication code and makes them accessible to you via a fax machine. By dialling (613) 944-4500 *using the handset on your fax machine*, you can obtain a master menu of all the documents this system presently holds and then proceed to order the documents you need. Follow the voice prompts to interact with the service, in your choice of English or French, 24 hours a day, seven days a week.

In addition to running *FaxLink*, DFAIT's InfoCentre carries hard copies of publications, market studies and other documents on export markets around the world. These can be ordered by calling 1-800-267-8376 or faxing (613) 996-9709 during regular business hours, Ottawa/Hull area callers call 944-4000.

ORDER FORM (page 1)
DFAIT InfoCentre Tel. 1-800-267-8376 (Ottawa/Hull 944-4000)
Fax (613) 996-9709

Your name and fax number: _____

INDONESIA	Order ✓
Aerospace and Remote Sensing in Indonesia (1994)	
Agricultural Products (incl. food) Sector Profile (1995)	
Air Transportation Sector Profile (1995)	
Animal Stockfeeds Sector Profile (1995)	
Chemicals and Plastics Sector Profile (1995)	
Construction Equipment, Building Products and Related Services (1994) and update (1995)	
East Java Economy, An Overview (1995)	
Educational Services and Equipment in Indonesia (1994) and update (1995)	
Electrical equipment sector profile (1995)	
Energy and Power Generation in Indonesia (1994)	
Environmental Technologies and Services in Indonesia (1994) and update (1995)	
Forest Products Sector Profile (1995)	
Geomatics Sectoral Profile (1993)	
Health Care Sector Profile (1995)	
Industrial Machinery Sector Profile (1995)	
Information Technologies in Indonesia (1994)	
Mining and Minerals Sector Profile (1995)	

ORDER FORM (page 2)
DFAIT InfoCentre Tel. 1-800-267-8376 (Ottawa/Hull 944-4000)
Fax (613) 996-9709

Your name and fax number: _____

Oil and Gas Equipment Sector Profile (1995)	
Pharmaceuticals Sector Profile (1995)	
Processed Food Products, The Indonesian Market for (1995)	
Pulp and Paper Sector Profile (1995)	
Telecommunications in Indonesia (1994) and update (1995)	
Tendering and Bidding Procedures in Indonesia (1995)	
Textiles and Apparel Sector Profile (1995)	
Trade and Investment Relations, Indonesia—Canada (1995)	
Transportation—Rail, Airports and Roads in Indonesia (1994) and air transportation update (1995)	

The Canadian Embassy in Indonesia

Trade commissioners in Jakarta can assist exporters in several ways. They can:

- identify firms that are suitable as agents and place Canadian suppliers in direct contact with these firms;
- provide credit and other information on potential Indonesian business partners;

2. TRADE COMMISSIONER SERVICES

DFAIT Southeast Asia Division—Trade Development Section

DFAIT is the lead federal government department responsible for Canada's international trade and export development. About one-third of the department's personnel is employed in trade and economic policy work and in promoting Canadian exports, investment and tourism.

DFAIT has a network of over 500 trade commissioners in Canada and abroad. The trade commissioner's role is to assist Canadian exporters and promote Canadian trade, investment and tourism. About half of these trade officers are posted outside Canada in Canadian embassies, high commissions and consulates. They monitor the host country's economic, political and social trends for their impact on trade relations with Canada. A full listing of Canadian trade commissioners is published in the Department's *Directory of the Canadian Trade Commissioner Service*, available from the InfoCentre at DFAIT in Ottawa, or from your local International Trade Centre.

DFAIT also has sectoral and geographic trade divisions that provide information on marketing opportunities around the world for individual product or service sectors. A list of DFAIT sectoral contacts is provided in the Department's guide *Trade Development Programs and Services*, available from the InfoCentre at DFAIT.

The following contacts are responsible for markets in Southeast Asia region:

Director	Mr. Marius Grinius	Tel. (613) 996-8187
Deputy Director, Trade	Mr. Brian Casey	Tel. (613) 996-3667
Indonesia	Ms. Georgina Wainwright	Tel. (613) 992-0959
Philippines	Ms. Pamela Hay	Tel. (613) 995-7659
Brunei, Malaysia, Singapore	Mr. Ted Weinstein	Tel. (613) 996-5824
Thailand	Ms. Elizabeth Gammell	Tel. (613) 995-7662

The fax number for the Southeast Asia Division is (613) 944-1604.

The Canadian Embassy in Indonesia

Trade commissioners in Jakarta can assist exporters in several ways. They can:

- identify firms that are suitable as agents and place Canadian suppliers in direct contact with these firms;
- provide credit and other information on potential Indonesian business partners;

- provide information to exporters on Indonesia's trade, business and financial conditions, on methods of doing business and on appropriate distribution channels for particular products;
- suggest appropriate trade shows to launch Canadian products;
- advise and assist Canadian companies seeking foreign joint venture and licensing opportunities.

Contact names and the addresses of the Canadian Embassy in Jakarta are:

Ambassador:	H. E. Lawrence (Larry) T. Dickenson
Counsellor (Commercial):	Mr. Guillermo (Gill) E. Rishchynski
Second Secretary (Commercial):	Ms. Sylvy Garièpy
Third Secretary (Commercial)	

and Vice Consul: Mr. Kapil Madan

Street address: 5th Floor WISMA Metropolitan, Jalan Jendral Sudirman, Jakarta

Postal address: P. O. Box 1052, Jakarta 10010, Indonesia

Tel. (62-21) 525-0709, Fax (62-21) 578-2251, Telex 62131 Domcan Jakarta

If you are preparing to enter one or more of the Southeast Asian markets, please fill out a company profile on the next page. The profile provides a briefing document for the appropriate commercial officers of the Department of Foreign Affairs and International Trade working in Canada, in International Trade Centres and in Southeast Asia and will enable them to assist you in entering the export market.

COMPANY PROFILE

Please fax to the Canadian Embassy in Jakarta at (011-62-21) 578-2251

Full company name, address, telephone and fax numbers:

Export contact, title, telephone and fax numbers (or business card):

Key customers worldwide:

List the Southeast Asian country/countries that you are preparing to enter:

Indonesia	Mr. Martin Grinius	Tel. (613) 955-8187
Philippines	Ms. Georgina Warwright	Tel. (613) 955-8559
Thailand, Malaysia, Singapore	Ms. Pamela Day	Tel. (613) 955-7059
	Mr. Ted Weinstein	Tel. (613) 955-8824
	Ms. Elizabeth Gammell	Tel. (613) 955-7652

Brief description of company products and/or services (please also list two or three key selling points for your product or service in the target market, e.g., price, technology, application):

The Canadian Embassy in Indonesia

Trade commissioners in Jakarta can assist exporters in several ways. They can

identify firms that are suitable as agents and place Canadian suppliers in direct contact with these firms.

provide credit and other information on potential Indonesian business partners.

Company sales pitch (please list five or six points about your company that would be of interest to prospective agents, e.g., distributor or agent training, etc.):

International competitors (please list the brand names, company names, city and country of your main competitors):

Market projections (please list key target industry sectors and potential customers in as much detail as possible):

Method of distribution for products (please describe how you would like to distribute your product, e.g., agents/distributors/direct, etc.):

Characteristics of an effective agent for products (please describe in detail the characteristics/experience/background that a good agent for your product should have, e.g., sells to construction equipment market):

What assistance will you be requiring from the Canadian Embassy in Indonesia?

3. INTERNATIONAL TRADE CENTRES

International Trade Centres (ITCs) are located in 11 cities across Canada and are operated jointly by DFAIT and Industry Canada. The ITCs are staffed by experienced trade commissioners and have been established to provide Canadian exporters with "one stop" trade services. Some ITCs include on-site staff from the Export Development Corporation and the Canadian International Development Agency (CIDA).

Companies new to exporting can benefit by contacting their nearest ITC for services such as export counselling, market opportunity information and assistance in developing individual marketing plans. The centres also act as focal points for export awareness programs such as seminars and workshops. Addresses for all ITCs can be found in *Appendix I: Useful Contacts and Publications*.

4. CANADEXPORT

DFAIT's bi-monthly export trade newsletter, *CanadExport*, provides over 32 000 subscribers with information on:

- international market opportunities
- government programmes and services to exporters
- upcoming trade events
- export success stories
- developments affecting the international trading environment
- new trade publications

To subscribe to *CanadExport*, please send a copy of your Company Profile (previous page) to: Trade Communications Division (BCT), Department of Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa, ON, K1A 0G2, or call (613) 996-2225. Allow four to six weeks for first delivery.

5. WIN EXPORTS

The World Information Network for Exports—*WIN Exports*—is a computerized sourcing system used by 1200 trade staff around the world. It currently lists 21 000 Canadian firms. Using *WIN Exports*, DFAIT trade development officers can identify Canadian suppliers able to respond to sales opportunities; make appropriate contacts on behalf of Canadian companies; and report back with advice to help them make informed decisions. To apply for WIN registration, please contact the ITC nearest you, or send a copy of the Company Profile sheet (previous page) to the Trade Information Systems Division (TPP), Department of Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa, ON, K1A 0G2, Fax 1-800-667-3802, (Ottawa/Hull callers 992-3004.)

EXPORT SUPPORT AGENCIES AND PROGRAMMES

1. PROGRAM FOR EXPORT MARKET DEVELOPMENT (PEMD)

PEMD is DFAIT's primary export promotion program. Its objective is to increase sales of Canadian goods and services abroad. The program accomplishes this task by sharing the costs of activities that companies normally could not, or would not, undertake alone, thereby reducing the risks involved in entering a foreign market. PEMD encourages Canadian companies not previously involved in exporting to become exporters and encourages Canadian exporters to enter new geographic markets and to introduce new products to existing markets.

Types of Assistance Available

The program offers Canadian businesses limited financial assistance to enable them to participate in various types of trade promotion activities. All activities must be commercial, that is, they must focus on generating export sales. The program is comprised of four major elements: Market Development Strategies (MDS), Small or New-to-Exporting Companies, Capital Projects Bidding and Special Activities.

PEMD-MDS will provide up to 50% of the costs of a wide range of activities, including travel, product testing for market certification, legal fees, product demonstration costs and other costs necessary to execute a marketing plan. PEMD-MDS will provide this assistance for up to one year based on a long-term plan. MDS is designed primarily for companies with annual sales between \$250 000 and \$10 million, and for companies with fewer than 100 employees (manufacturing sector) or fewer than 50 employees (service sector).

PEMD provides assistance, on a cost-recovery basis, to new-to-exporting companies for entrance into export markets without undue financial strain. Companies with cyclical marketing needs will also be eligible for assistance. The Capital Projects Bidding element of PEMD is designed to support specific projects outside Canada involving international competition/formal bidding procedures. The Special Activities element supports the generic marketing needs of trade associations meeting PEMD-eligibility requirements.

How to Apply

After discussing your proposal with an officer at the International Trade Centre in your province/territory, you must prepare the appropriate application form (Market Development Strategies; New-to-Exporting Companies; Capital Project Bidding; Special Activities).

Applications must be received at least four weeks before the start of the proposed activity.

DFAIT's publication *Program for Export Market Development, PEMD Handbook: A Financial Assistance Program for Canadian Exporters* provides a comprehensive overview of the program and is available either from your nearest ITC or from DFAIT's InfoCentre, Tel. 1-800-267-8376 (Ottawa area call 944-4000), or Fax (613) 996-9709.

2. CANADIAN INTERNATIONAL DEVELOPMENT AGENCY (CIDA)

The Canadian International Development Agency administers most of Canada's aid programs in 126 developing countries, 20 of which are core countries and regions that receive more than \$15 million in development assistance. An important part of these programs is implemented by the private sector through consultants, contractors and suppliers.

CIDA'S PROGRAM IN INDONESIA

Canada's bilateral assistance program in Indonesia began in 1954. In the early years, the program focused on large infrastructure projects. Since then, it has evolved into a targeted program of \$32 million in 1994-95, involving Canadian non-governmental organizations (NGOs), private firms and universities.

The program is helping to lay the foundation for Canada's longer-term economic and political relationship with Indonesia as an important global partner. It focuses on the environment, human resources development (including special attention to women), and private sector and institutional linkages. Future activities will be carefully selected to respond appropriately to Indonesia's rapid development and progress toward middle-income status.

In the area of private sector development and collaboration, CIDA is supporting the formation of joint ventures in areas important for Indonesia's development, investment promotion, technology transfer, training and demonstration activities in sectors of mutual interest. Mechanisms include the Industrial Cooperation Program (INC) (see below), and two planned bilateral projects: one in private enterprise collaboration and one a component of an environment project focussing on small and medium enterprises. A new project in the financial sector focussing on the pension and insurance industry will soon be operational.

Under the INC program, a Canada-Indonesia Business Development Office (CIBDO) has been established in Jakarta. This office is administered by the Canadian Exporters' Association. Three Canadian advisors, resident in Jakarta and placed with two key Indonesian agencies—the BKPM and BPPT, are available to provide information and assistance to Canadian businesses on opportunities in Indonesia. They may be reached at:

Canadian-Indonesia Business Development Office

Mr. Bruce Watson, Senior Advisor

World Trade Centre, 17th floor

Wisma Metropolitan II, 16th floor

Jl. Jend. Sudirman Kav. 31

Jakarta 12920

Tel. (62-21) 251-0644, Fax (62-21) 571-5673

Canadian Investment Advisor:

Ms. Jessie Inman

Investment Coordination Board
(BKPM)

Jalan Gatot Subroto No. 44

Jakarta Selatan

Fax (62-21) 520-2048

Canadian Resident Advisor:

Mr. Greg Elms

Agency for the Assessment and
Application of Technology (BPPT)

Jl. M. H. Thamrin 8, Jakarta

Tel./Fax (62-21) 316-9698

CIDA/GOVERNMENT-TO-GOVERNMENT ASSISTANCE

The government-to-government Assistance (comprised mainly of what is called the "Bilateral" program) accounts for about 43% of total CIDA resources. The CIDA Bilateral branches, organized on a geographic basis, are responsible for developing multi-year assistance programs for specific countries, in consultation with the governments of the recipient countries. Annual disbursements for projects administered by CIDA/government-to-government assistance total over \$1 billion.

CIDA has available a series of documents which describe current CIDA/government-to-government programmes in individual countries and regions. CIDA publications may be obtained from the CIDA Public Inquiries Unit, 200 Promenade du Portage, Hull, K1A 0G4. Tel. (819) 997-5006.

Contracting Process

CIDA has developed a new contracting process which improves access to CIDA service contracts for Canadian suppliers.

Eligibility criteria for doing business with CIDA do not change. Companies must be Canadian-owned (at least 51% beneficially owned by Canadians) and based in Canada. Individuals must be Canadian citizens or have permanent resident status.

The standard approach will be to invite suppliers, through the Open Bidding Service (OBS), to pre-qualify for contracts. For information on how to subscribe to the OBS, call 1-800-361-4637 from anywhere in Canada, or (613) 737-3374 in the National Capital Region.

For inquiries on the new contracting process, call CIDA's External Business Relations at (819) 997-7778.

Canadian companies interested in receiving general information on supplying goods for CIDA projects should contact Public Works and Government Services Canada's supplier INFOLINE at (819) 956-3440.

INDUSTRIAL COOPERATION PROGRAM

CIDA's Industrial Cooperation (INC) Program provides financial incentives to Canadian companies interested in entering into long-term business partnerships in developing countries. To qualify for the program, a project proposal must include social, economic, and industrial benefits for both the developing country and Canada.

To be eligible, organizations must demonstrate that they have the human, technical, and financial resources, as well as the skills and experience needed to carry out the project.

How it works:

Investment

The investment-oriented programs assist eligible Canadian companies, particularly manufacturers, to conduct studies on the viability of long-term cooperation agreements with developing country businesses. It may also pay certain costs incurred when a joint venture is set up with entrepreneurs in a developing country.

Professional Services

The services-oriented programs help eligible organizations (for example consulting firms, financial institutions, and business associations) to conduct studies and provide professional guidance and advice to potential clients in developing countries.

How to apply to INC

Contact the Program Manager responsible for the country which interests you to discuss funding opportunities. A list of countries eligible for Industrial Cooperation Program assistance is available from CIDA.

To obtain more information on the support mechanisms (specify the country, if possible), please contact:

The Industrial Cooperation Division
Canadian International Development Agency
200, Promenade du Portage
Hull, Quebec
K1A 0G4
Fax (819) 953-5024

or call Public Enquiries and Service to the Public for information on the INC program and other CIDA programs at: Tel: (819) 997-5006 / Fax: (819) 953-6088 / TTY (819) 953-5023.

3. EXPORT DEVELOPMENT CORPORATION (EDC)

EDC, a federal crown corporation, is Canada's official export credit agency. It specializes in helping Canadian exporters compete internationally, through the provision of export financing, insurance and guarantee services. EDC's programs fall into four major categories:

- export financing, including direct loans, lines of credit, note purchases and specialized credits;
- short-term insurance, which applies to credit terms of up to six months;
- medium-term insurance, which applies to credit terms of between six months and five years; and
- foreign investment insurance, which protects new Canadian investments overseas against political risks including war, expropriation and conversion and transfer difficulties (inability to repatriate earnings or capital).

Since 1979, EDC has entered into 23 financial agreements related to the Indonesian market totalling over C\$800 million, without experiencing any material payment difficulties. These include 22 loans for capital goods ranging from aircraft to a nuclear electronics laboratory and one multiple disbursement loan co-financed with CIDA in support of a coal rail transportation project (Bukit Asam). The Bukit Asam project, established in 1981 and recently disbursed in full, represented US\$130.2 million in EDC support and involved transportation and telecommunications goods and services from various Canadian exporters.

The Indonesian public sector historically has enjoyed substantial benefits from a financing perspective. In certain cases where international bidding is to be pre-empted, Presidential Decree 8, introduced in 1984, requires foreign financing terms for long-term projects to reflect an interest rate of 3.5%, with a 7-year grace period and an 18-year

repayment schedule. A scarcity of concessional funds has limited EDC's ability to support export transactions where such Decree 8 financing is a pre-requisite. However, in 1990 EDC successfully supported Canadian supply on OECD consensus terms for the Paiton Power Project. A trend towards more non-concessional consensus-based lending to the public sector is expected to continue. Significant opportunity exists to support exports to the private sector where EDC and Canadian exporters have targeted key borrowers.

EDC's head office is located at Place Export Canada, 151 O'Connor Street, Ottawa, ON K1A 1K3, Tel. (613) 598-2992, Fax (613) 237-2690.

HALIFAX OFFICE

Suite 1003, TD Bank Building
1791 Barrington Street
Halifax, NS B3J 3L1
Tel. (902) 429-0426
Fax (902) 423-0881

MONTREAL OFFICE

Suite 4520
800 Victoria Square
P.O. Box 124
Tour de la Bourse Postal Station
Montréal, QC H4Z 1C3
Tel. (514) 283-3013
Fax (514) 878-9891

TORONTO OFFICE

National Bank Building
150 York Street, Suite 810
PO Box 810
Toronto, ON M5H 3S5
Tel. (416) 973-6211
Fax (416) 862-1267

LONDON DISTRICT OFFICE

Suite 1512,
148 Fullarton Street
London, ON N6A 5P3
Tel. (519) 645-5828
Fax (519) 645-5580

WINNIPEG OFFICE

8th Floor, 330 Portage Ave.
Winnipeg, MB R3C 0C4
Tel. (204) 983-5114
Fax (204) 983-2187

CALGARY OFFICE

Suite 1030, 510 5th Avenue SW
Calgary, AB T2P 3S2
Tel. (403) 292-6898
Fax (403) 292-6902

VANCOUVER OFFICE

One Bentall Centre
505 Burrard Street, Suite 1030
Vancouver, BC V7X 1M5
Tel. (604) 666-6234
Fax (604) 666-7550

4. CANADIAN COMMERCIAL CORPORATION (CCC)

CCC is a federal crown corporation that acts as the prime contractor when foreign governments and international agencies wish to purchase goods and services from Canadian sources on a government-to-government basis.

In responding to such requests, CCC identifies Canadian sources, obtains bid opportunities for suppliers and certifies their capability to perform. In addition to participating in negotiations, the Corporation monitors contract management, inspection, acceptance, shipping, payment to suppliers and collection from customs.

CCC's activities help to reduce the complexity of export sales for Canadian firms and to encourage foreign customers to purchase from smaller or less well-known suppliers—buyers have the security of dealing on a government-to-government basis through CCC. Further information is available from the Canadian Commercial Corporation at 50 O'Connor Street, 11th Floor, Ottawa, ON, K1A 0S6, Tel. (613) 996-003, Fax (613) 995-2121.

5. THE CANADA—INDONESIA BUSINESS COUNCIL

The Canada—Indonesia Business Council is a vehicle for export marketing efforts in Indonesia. Its Indonesian counterpart, the Indonesia—Canada Business Council, is a subsection of the Indonesian Chamber of Commerce and Industry and focuses on promoting Indonesian exports and investment inflows. These organizations of companies and individuals, including the Canadian Business Association in Jakarta, foster links between the private sectors with a view to increasing activities in the markets of both countries.

Canada—Indonesia Business Council

Chairman: Mr. Peter J. Dawes
260 Adelaide St. East
Toronto, ON M5A 1N1
Tel. (416) 366-8490, Fax (416) 947-1534

British Columbia: Ms. Susan Hooper
c/o Asia Pacific Foundation
666-999 Canada Place
Vancouver, BC V6C 3E1
Tel. (604) 684-5986, Fax (604) 681-1370

Alberta: Mr. Dennis Westhoff
221 - 18th St. SE
Calgary, AB T2E 6J5
Tel. (403) 273-6161, Fax (403) 248-1590

Quebec: M. André Saumier,
Conseil commercial Quebec-Indonésie,
Suite 1234, 5 Place Ville Marie
Montréal, QC H3B 2G2
Tel. (514) 397-9288, Fax (514) 397-1361

Indonesia—Canada Business Council

Chairman: Mr. M. Sutara
Jakarta
Tel. (62-21) 310-6407
Fax (62-21) 390-8863

Canadian Business Association

President: Mr. Don Ronahan
Jakarta
Tel. (62-21) 250-0309 (direct),
520-7161/2, 250-0023
Fax (62-21) 250-0309 (direct),
525-7590

DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE (DFAIT)
125 Sussex Drive, Ottawa, ON K1A 0G2

DFAIT InfoCentre Tel. 1-800-267-8376 or Fax (613) 996-9709 during regular business hours. Ottawa/Hull area callers dial 944-4000.

DFAIT FaxLink Dial (613) 944-4500 using the handset on your fax machine.

DFAIT InfoCentre Bulletin Board (IBB)
Dial 1-800-628-1581. Ottawa/Hull area callers dial 944-1581.

Southeast Asia Division (PSE) Trade Contact: Ms. Georgina Wainwright
Tel. (613) 992-0959, Fax (613) 944-1604

CANADIAN REPRESENTATIVES IN INDONESIA

Canadian Embassy in Indonesia

Ambassador: H. E. Lawrence T. Dickenson

Commercial Counsellor: Mr. Guillermo E. Rishchynski

Street address: 5th Floor WISMA Metropolitan, Jalan Jendral Sudirman, Jakarta

Postal address: P. O. Box 1052, Jakarta 10010, Indonesia

Tel. (62-21) 525-0709, Fax (62-21) 578-2251

Telex 62131 Domcan Jakarta

Canadian—Indonesia Business Development Office

Mr. Bruce Watson, Senior Advisor

World Trade Centre, 17th floor

Wisma Metropolitan II, 16th floor

Jalan Jendral Sudirman Kav. 31

Jakarta 12920

Tel. (62-21) 251-0644

Fax (62-21) 571-5673

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Canadian Resident Advisor:

Mr. Greg Elms

Agency for the Assessment and Application of Technology (BPPT)

Jl. M. H. Thamrin 8, Jakarta

Tel./Fax (62-21) 316-9698

Honourary Consul for Canada

Mr. Alim Markus

President/Managing Director

PT. Maspion Group Industries

Jl. Kembang Jepun 38-40

Surabaya, Indonesia

Tel. (62-31) 330-333

Fax (62-31) 333-055

INDONESIAN REPRESENTATIVES IN CANADA

Embassy of Indonesia

Ambassador: H. E. Benjamin Parwoto

Commercial Counsellor: Mr. Ridwan Kurnaen

287 MacLaren Street, Ottawa, ON, K2P 0L9

Tel. (613) 236-7403, Fax (613) 563-2858

Consulate offices in:

Vancouver, BC Tel. (604) 632-8855, Fax (604) 662-8396

Edmonton, AB Tel. (403) 430-8742, Fax (403) 988-9768

Toronto, ON Tel. (416) 591-6461, Fax (416) 591-6613

PRIVATE SECTOR CONTACTS IN CANADA

ASEAN-Canada Business Council (ACBC)

c/o Canadian Chamber of Commerce
55 Metcalfe Street

Ottawa, ON K1P 6N4

Tel. (613) 238-4000

Fax (613) 238-7643

Asia Pacific Foundation of Canada

Suite 666, 999 Canada Place

Vancouver, BC V6C 3E1

Tel. (604) 684-5986

Fax (604) 681-1370

Offices also in Victoria, Edmonton,
Regina, Winnipeg, Toronto and
Montreal

Canadian Exporters' Association

99 Bank Street, Suite 250

Ottawa, ON K1P 6B9

Tel. (613) 238-8888

Fax (613) 563-9218

Canada-Indonesia Business Council

Chairman: Mr. Peter J. Dawes

260 Adelaide St. East

Toronto, ON M5A 1N1

Tel. (416) 366-8490

Fax (416) 947-1534

Canada-Indonesia Business Council

British Columbia: Ms. Susan Hooper

c/o Asia Pacific Foundation

666-999 Canada Place

Vancouver, BC V6C 3E1

Tel. (604) 684-5986

Fax (604) 681-1370

Alberta: Mr. Dennis Westhoff

221 - 18th St. SE

Calgary, AB T2E 6J5

Tel. (403) 273-6161

Fax (403) 248-1590

Quebec: M. André Saumier,

Conseil commercial Quebec-Indonésie,

Suite 1234, 5 Place Ville Marie,

Montréal, QC H3B 2G2

Tel. (514) 397-9288

Fax (514) 397-1361

Canadian Manufacturers' Association

75 International Boulevard, 4th Floor

Etobicoke, ON M9N 6L9

Tel. (416) 798-8000

Fax (416) 798-8050

PRIVATE SECTOR CONTACTS IN THE REGION

Canada-ASEAN Centre

80 Anson Road #15-02

IBM Towers

Singapore 0207

Tel. (65) 225-7346

Fax (65) 221-7885

Asia Pacific Foundation of Canada (Southeast Asia Office)

80 Anson Road #15-02

IBM Towers

Singapore 0207

Tel. (65) 225-7346

Fax (65) 222-7439

Canadian Business Association

President: Mr. Don Ronahan

Jakarta

Tel. (62-21) 250-0309 (direct),

520-7161/2, 250-0023

Fax (62-21) 517-590, 525-7590

Indonesia Canada Business Council

Chairman: Mr. M. Sutara

Jakarta

Tel. (62-21) 310-6407

Fax (62-21) 390-8863

The Indonesia Chamber of Commerce and Industry (KADIN)

Jl. M. H. Thamrin 20, Jakarta

Tel. (62-21) 324-000

Fax (62-21) 315-0241

KEY INDONESIAN GOVERNMENT MINISTRIES AND AGENCIES

Department of Trade

Director General of Foreign Trade

Jl. M.I. Ridwan Rais 5, Jakarta

Tel. (62-21) 385-8185

Fax (62-21) 374-361

Department of Foreign Affairs

Director General of Foreign Economic
Affairs

Jl. Taman Pejambon 6, Jakarta

Tel. (62-21) 360-450

Fax (62-21) 374-165

Department of Communications

Jl. Jend. Sidurman 77, Jakarta

Tel (62-21) 345-1657

Department of Mining and Energy

Director General of Oil and Natural Gas

Jl. M. H. Thamrin 1, Jakarta

Tel. (62-21) 365-101, 303-3652

Director General of Electricity and New
Energy

Jl. H. R. Rasuna Said X-2, Jakarta

Tel. (62-21) 516-072

Director General of Geology and
Mineral Resources

Jl. Jend. Gatot Subroto 49, Jakarta

Tel. (62-21) 510-134, 511-081

Department of Public Works

Director General of Highways

Jl. Pattimura 20, Jakarta

Tel. (62-21) 720-3165

Fax (62-21) 739-0469

Director General of Building

Construction

Jl. Raden Patah I/1, Jakarta

Tel. (62-21) 739-7758

Department of Defence and Security

Jl. Budi Kemuliaan 4-6, Jakarta

Tel. (62-21) 366-157

Fax (62-21) 384-0046

Department of Finance

Jl. Lap. Banteng Timur 2-4, Jakarta

Tel. (62-21) 372-758

Fax (62-21) 374-530

Director General of Customs and Excise

Jl. Jend. A. Yani, Jakarta

Tel. (62-21) 4890056

Department of Forestry

Manggala Wanabakti I

Jl. Jend. Gatot Subroto, Jakarta

Tel. (62-21) 570-4501

Fax (62-21) 573-1858

Department of Industry

Jl. Jen. Gatot Subroto 52, Jakarta

Tel. (62-21) 512-978

Fax (62-21) 520-1591

**Department of Tourism,
Post and Telecommunications**

Director General of Post and

Telecommunications

Jl. Kebon Sirih 37, Jakarta

Tel. (62-21) 346-000

Fax (62-21) 375-049

BKPM (Investment Coordinating Board)

Jl. Jend. Gatot Subroto 44, Jakarta

Tel. (62-21) 512-008

Fax (62-21) 514-945

BAPPENAS

(National Planning Board)

Jl. Taman Suropati 2, Jakarta

Tel. (62-21) 334-811

Fax (62-21) 310-5374

BPPT (Agency for the Assessment of Application of Technology)

Jl. M. H. Thamrin 8, Jakarta

Tel. (62-21) 322-302, 328-169

BULOG

(National Logistics Agency)

Jl. Jend. Gatot Subroto 49, Jakarta

Tel. (62-21) 510-075

Fax (62-21) 830-2533/34

Pertamina

(Indonesian State Oil Co.)

Fax (62-21) 381-5273

Associations:

Indonesian Mining Association

Jl. Sutan Syahrir No. 6

Jakarta Pusat 10305

Tel (62-21) 331-198, 321-252

Indonesian Precious Metals Association

c/o PT. Tambang Timah

Jl. Jend. Gatot Subroto

Jakarta Selatan

Tel. (62-21) 512-955

OTHER CANADIAN REPRESENTATIVES IN THE REGION

Canadian High Commission in Singapore (also accredited to Brunei)

High Commissioner: H. E. Gavin
Stewart

Commercial Counsellor:

Mr. William Roberts

80 Anson Road, #14-00

Singapore 0207

Tel. (65) 225-6363

Fax (65) 225-2450

Canadian High Commission in Malaysia

High Commissioner: H. E. John P. Bell

Commercial Counsellor:

Mr. David Mulroney

Street address: Plaza MBF, 7th Floor,

Jalan Ampang, 50450 Kuala Lumpur

Federation of Malaysia

Mailing address: P. O. Box 10990,

50732 Kuala Lumpur, Federation of

Malaysia

Tel. (60-3) 261-2000

Fax (60-3) 261-1270 or 261-3428

Canadian Embassy in Thailand (also accredited to Burma)

Ambassador: H. E. Manfred von Nostitz

Commercial Counsellor:

Mr. David Summers

Boonmitr Building, 11th Floor

138 Silom Road

Bangkok, Thailand

Tel. (66-2) 237-4126

Fax (66-2) 236-7119/6463

Telex 82671 DOMCAN TH

Canadian Embassy in the Philippines

Ambassador: H. E. Stephen Heeney

Commercial Counsellor:

Mr. C. Donald Caldwell

Street address: 9th Floor, Allied Bank

Centre, 6754 Ayala Avenue

Makati, Metro Manila, Philippines

Mailing address: P. O. Box 2168

1261 Makati, Metro Manila, Philippines

Tel. (632) 810-8861

Fax (632) 810-1699

INTERNATIONAL TRADE CENTRES (ITCs)

NEWFOUNDLAND

St. John's

International Trade Centre

215 Water Street, Suite 504

P.O. Box 8950

St. John's, NF A1B 3R9

Tel. (709) 772-5511, Fax (709) 772-2373

Telex 016-4749

NOVA SCOTIA

Halifax

International Trade Centre

Central Guarantee Trust Building

1801 Hollis Street

P.O. Box 940, Station M

Halifax, NS B3J 2V9

Tel. (902) 426-7540, Fax (902) 426-2624

Telex 019-22525

PRINCE EDWARD ISLAND

Charlottetown

International Trade Centre
P.O. Box 1115
Confederation Court Mall
134 Kent Street, Suite 400
Charlottetown, PEI C1A 7M8
Tel. (902) 566-7400, Fax (902) 566-7450
Telex 014-44129

NEW BRUNSWICK

Moncton

International Trade Centre
P.O. Box 1210
Assumption Place, 770 Main Street
Moncton, NB E1C 8P9
Tel. (506) 851-6452, Fax (506) 851-6429
Telex 014-2200

QUEBEC

Montréal

International Trade Centre
5 Place Ville Marie, Suite 800
Montréal, QC H3B 2G2
Tel. (514) 496-4636, Fax (514) 283-8794
Telex 055-60768

ONTARIO

Toronto

International Trade Centre
Dominion Public Building
4th Floor, One Front Street West
Toronto, ON M5J 1A4
Tel. (416) 973-5053, Fax (416) 973-8161
Telex 065-24378

MANITOBA

Winnipeg

International Trade Centre
P.O. Box 981
330 Portage Avenue, 8th Floor
Winnipeg, MB R3C 2V2
Tel. (204) 983-8036, Fax (204) 983-2187
Telex 07-57624

SASKATCHEWAN

Saskatoon

International Trade Centre
119-4th Avenue South, Suite 401
Saskatoon, SK S7K 5X2
Tel. (306) 975-5315, Fax (306) 975-5334
Telex 074-2742

Regina

International Trade Centre
1919 Saskatchewan Drive, 6th Floor
Regina, SK S4P 2N8
Tel. (306) 780-5020, Fax (306) 780-6679
Telex 071-2745

ALBERTA

Edmonton

International Trade Centre
Canada Place, Suite 540
9700 Jasper Avenue
Edmonton, AB T5J 4C3
Tel. (403) 495-2944, Fax (403) 495-4507
Telex 037-2762

Calgary

International Trade Centre
Suite 1100, 510-5th Street S.W.
Calgary, Alberta
T2P 3S2
Tel. (403) 292-6660, Fax (403) 292-4578

BRITISH COLUMBIA

Vancouver

International Trade Centre
P.O. Box 11610
900-650 West Georgia Street
Vancouver, BC V6B 5H8
Tel. (604) 666-0434, Fax (604) 666-8330
Toll Free: 1-800-663-0433
Telex 04-51191



PUBLICATIONS

Asia Business & Industry, published by Far East Trade Press,
Hong Kong

Asia Pacific Business Travel Guide, published by PATA. ISBN 1-
871985-03-X

Asiaweek, published by Asiaweek Ltd., 34/F Citicorp Center, 18 Whitfield Road,
Causeway Bay, Hong Kong

Far Eastern Economic Review, published by Dow Jones & Co., Hong Kong

Foreign Nationals Working in Singapore and Tax Facts & Figures, 1994, Singapore,
Coopers & Lybrand: Solutions for Business series. Coopers & Lybrand (Singapore), 9
Penang Rd., #12-00, Park Mall, Singapore. Tel. (65) 336-2344, Fax (65) 336-2539

Indonesia—A Nation in Waiting, by Adam Schwarz, Allen and Unwin Publishers

Insight, Asia monthly business magazine, published by Pacific Mags, Hong Kong.

Road Map to Exporting and Export Financing, available from the Canadian Bankers'
Association, #526, 90 Sparks Street, Ottawa, ON K1P 5B4, Tel. (613) 234- 4431, Fax
(613) 234-9803, and from DFAIT and major banks.

International Trade Fairs & Conferences Directory (yearly), published by Co-Mar
Management Services, Inc., 8 King Street East, Suite 1110, Toronto, ON M5C 1B5, Tel.
(416) 364-1223, Fax (416) 364-6557.

Women in Management in Indonesia, L. Wright and V. Crocket Tellei, International
Studies of Management and Organization, 1994. Available from the Centre for Canada-
Asia Business Relations, Queen's University, contact Katherine Philips, Coordinator,
Tel. (613) 545-6438.

Guidelines for Canadian Consultants Negotiating in Indonesia, L. Wright, 1994.
Available from the Centre for Canada-Asia Business Relations, Queen's University,
contact Katherine Philips, Coordinator, Tel. (613) 545-6438.

The following is a partial list of exhibitions that take place in the Southeast Asia region. The exhibitions here have been identified by the Commercial Divisions of the Canadian Embassies and High Commissions in the region as particularly worthwhile for Canadian companies. Please contact the relevant Embassy or High Commission for further information on these events.

Construction/Engineering/Power:

B.O.T. Asia '95

Singapore (Annual)

27 February - 5 March 1995

Organized by IIR PTE LTD., Suite 08-03 Golden Wall Centre

89 Short St., Singapore 0718

Tel. (65) 338-352, Fax (65) 336-4017

ELENEX THAILAND '95

5th International Electrical Engineering, Power Generation, Distribution & Supply Exhibition

Bangkok, Thailand

23 - 26 March 1995

Organized by Bangkok Exhibition Services, 62 Soi Areesamphan 11, Rama VI Rd., Phayathai, Bangkok

Tel. (66-2) 271-4801/4956, Fax (66-2) 271-4800

Telex 84828 TELEMIC TH

Sibex '95

(Construction and building materials)

Singapore

May 1995

Organized by Reed Exhibitions Pte. Ltd., 1 Maritime Square #12-01

World Trade Centre, Singapore 0406

Tel. (65) 271-1013, Fax (65) 274-4666

MANUFACTURING THAILAND '95

Bangkok, Thailand

May 1995

Organized by Reed Tradex Co. Ltd.

B.B. Bldg., 54 Asoke Rd.

Sukhumvit Rd. 2

Bangkok 10110

Tel. 260-7103/8, Fax (662) 260-7191

Telex 22030 XTRADEX

Manufacturing Surabaya '95

The 3rd International Exhibition on Machine Tool, Printing, Hardware, Mould & Die, Plastic & Rubber, Food, & Packaging Machinery

Jakarta, Indonesia

24 - 28 May 1995

Organized by P. T. Mitra Selaras Abdinusa, Jl. Pangeran Jayakarta 45

Pertodoan kota Indah, Block C No. 20, Jakarta 11110, Indonesia

Tel. (62-21) 600-9813/15, 624-3855/56, Fax (62-21) 629-4287

***ITM 95**

Kuala Lumpur, Malaysia

9th Malaysian International Exhibition of Industrial Development, Technology, Machinery & Equipment

7 - 11 June 1995

PowerGen Asia '95

Singapore

(Equipment and services for the power sector)

21 - 23 August 1995

Organized by Pennwell Conferences & Exhibitions Services, c/o Times Conferences & Exhibitions Pte. Ltd., 1 New Industrial Road, Times Centre, Singapore 1953

Tel. (65) 284-8844, Fax (65) 286-5754

***Building & Construction Indonesia**

(Annual)

8th International Building and Construction Equipment & Materials Show

Jakarta, Indonesia

5 - 9 September 1995

Organized by PT. Pamerindo Buana Abadi

Tel. (62-21) 325-560, Fax (62-21) 331-223/330-406

MALBEX '95

Building Exhibition

Kuala Lumpur, Malaysia

12 - 15 September 1995

Organized by Reed Exhibitions, Lot 3, Lvl. 6, Block G Central

Damansara Town Centre, 50490 Kuala Lumpur, Malaysia

Tel. (03) 254-1544, Fax (03) 254-2157

*Companies interested in participating in these exhibitions can contact the organizer's Canadian agent,

Unilink Canada, 50 Weybright Court, Unit 41, Agincourt, Ontario

Tel. (416) 291-6359, Fax (416) 291-0025

THAIBEX '95

6th International Building and Construction Exposition Machinery Exposition

Bangkok, Thailand

October 1995

Organized by Reed Tradex Co. Ltd.

B.B. Bldg., 54 Asoke Rd., Sukhumvit Rd. 2, Bangkok 10110

Tel. 260-7103/8, Fax (66-2) 260-7191

Telex 22030 XTRADEX

Environment/Natural Resources:

Energy & Environment Expo 95

(Annual)

Manila, Philippines

Organized by Exposition Communications Services, S-342/369 Secretariat Bldg.,

Philippine International Convention Center, CCP Complex, Roxas Blvd.

Pasay City, Metro Manila, Philippines

ENVIRONASIA

(Biennial)

International Environmental Technologies Exhibition

Singapore

Organized by Times Conference Pte. Ltd., 1 New Industrial Rd., Times Centre,

Singapore 1953, Tel. (65) 284-8844, Fax (65) 286-5754

Filtration and Water Treatment Systems Asia

(Annual)

Organized by HQ Link Pte. Ltd., 150 South Bridge Rd., #3313-01 Fook Hai Bldg.,

Singapore 0105

Tel. (65) 534-3588, Fax (65) 534-2330

Entech ASEAN '95

International Exhibition of Environmental Protection & Pollution Control Technology

Bangkok, Thailand

16-20 June 1995

Organized by Thailand Exhibitions & Management Co., Ltd (TEM)

300/30-31 Vipavadee Rangsit Rd.

Huaykwang, Bangkok 10400

Tel. 277-6489, 275-5311/4, Fax (662) 277-6075

Telex 87933 TEM TH

***MOGPEE '95** (Biennial)

6th Malaysian Oil, Gas & Petrochemical Engineering Exhibition

Kuala Lumpur, Malaysia

11 - 14 July 1995

Organized by Malaysian Exhibition Services Ltd, 2nd Floor Wisma Socfin

Damansara Heights 23-02, 50490 Kuala Lumpur, Malaysia

Tel. (60-3) 255-1700, Fax (60-3) 255-9659

***WatermexAsia '95** (Biennial)

3rd Asian International Water Management Technology, Equipment & Control

Singapore

12 - 15 September 1995

Organized by Singapore Exhibition Services Pte. Ltd.

***EnvironmexAsia '95** (Biennial)

3rd Asian International Environmental Management Technology, Equipment & Control Systems Exhibition

Singapore

12 - 15 September 1995

Organized by Singapore Exhibition Services Pte. Ltd.

***Pollution & Environment Technology Indonesia 95**

5th International Exhibition & Conference

Jakarta, Indonesia

7 - 11 November 1995

Organized by PT. Pamerindo Buana Abadi

Tel. (62-21) 325-560, Fax (62-21) 331-223/330-406

***Mining Indonesia 95**

6th International Mining & Minerals Recovery Exhibition & Conference

Jakarta, Indonesia

22 - 25 November 1995

Organized by PT. Pamerindo Buana Abadi

Tel. (62-21) 325-560, Fax (62-21) 331-223/330-406

Asian Paper '96

(Equipment and services for the forestry sector)

24 - 26 April 1996

Singapore

Organized by Expoconsult Pte. Ltd., 100 Beach Road #27-08, Shaw Towers

Singapore 0718

Tel (65) 299-9273, Fax (65) 299-9782

***OSEA96**

(Annual)

11th Offshore South East Asia Conference & Exhibition
Singapore

3 - 6 December 1996

Organized by Singapore Exhibition Services Pte. Ltd.

Information Technology/Telecommunications:

Asia Telecom 97

(Quadrennial)

World Trade Centre, Singapore

Organized by International Telecommunications Union, Ms. Lorraine Deakin

Place des Nations, 1211 Geneva 20, Switzerland

Tel. (22) 730-5080, Fax (22) 740-1013

COMDEX '95

(Informatics and telecommunications)

Singapore

October 1995

Organized by Singapore Federation of the Computer Industry

c/o Times Conferences & Exhibitions Pte. Ltd., 1 New Industrial Road

Times Centre, Singapore 1953

Tel (65) 284-8844, Fax (65) 286-5754

TELECOMEX Asia '96

Manila, Philippines

8 - 11 August 1996

Organized by HQ Link Philippines, Inc., Unit B, 8th Floor, Cacho Gonzalez Bldg. 101

Aguirre Street, Makati, Metro Manila, Philippines

Contact: Mr. Carroll Odvina, General Manager

Tel. (632) 810-3694, Fax (632) 815-3152

***Telecom Malaysia '95**

(Annual)

Telecommunications, Business & Electronics Communication & IT Show

Kuala Lumpur, Malaysia

6 - 9 December 1995

***CommunicAsia96**

9th Asian International Electronic Communications & Information Technology
Exhibition & Conference

Singapore

4 - 7 June 1996

Organized by Singapore Exhibition Services Pte. Ltd.

Agri-food:

IMFEX and Halal Food Conference

(International Muslim Food Exhibition)

Singapore

16 - 19 August 1995

Organized by The Singapore Malay Chamber of Commerce,
10 Anson Rd., #24-07, International Plaza, Singapore 0207

Tel. (65) 222-5350/221-1066, Fax (65) 223-5811

***FHM '95**

(Biennial)

2nd Malaysian International Food, Hotel & Catering Exhibition

Kuala Lumpur, Malaysia

21 - 24 September 1995

Organized by Malaysian Exhibition Services, 2nd Floor Wisma Socfin

Damansara Heights 23-02, 50490 Kuala Lumpur, Malaysia

Tel. (60-3) 255-1700, Fax (60-3) 255-9659

Food and Hotel Asia

(Biennial)

Singapore

1 - 30 April 1996

World Trade Centre, Singapore

Organized by Singapore Exhibition Services

Aerospace/Maritime/Defence:

Security Asia '95

Singapore

5 - 8 April 1995

Organized by Conference & Exhibition Management Services Pte. Ltd.

1 Maritime Square 09-43, World Trade Centre, Singapore 0409

Tel (65) 278-8666, Fax (65) 278-4077

LIMA 95

Langkawi International Maritime & Aerospace Exhibition
Kuala Lumpur, Malaysia
5 - 10 December 1995

Asian Aerospace '96

(Aircraft, avionics, airport and aerospace)

Singapore

6 - 11 February 1996

Organized by Asian Aerospace Pte. Ltd., 1 Martime Square #12-01

World Trade Centre, Singapore 0409

Tel. (65) 271-1013, Fax (65) 274-4666

SingPort '96, Singapore

(Maritime exhibition and conference)

March 1996

Defence Services Asia

April 1996

Airshow Indonesia '96

(Major regional aerospace forum/ transportation sector)

Jakarta, Indonesia

February 1996

Aviation, Maritime & Defence '95

5-10 March 1995

Organized by Peso, Inc. 1205 Centerpoint Office Condominium, J. Vargas St. cnr.

Garnet Street, Ortigas Complex, Pasig, Metro Manila

Contact: Ms. Isabelita Roqui-Sy, President

Tel. (63-2) 633-6557, Fax (63-2) 815-3152

Scientific/Medical:**MEDIC '95**

Kuala Lumpur, Malaysia

3 - 6 October 1995

RISTEK 95

(Scientific and research technology forum/Multi-sector)

Jakarta, Indonesia

May 1995

Organized by the Indonesian Ministry of State for Research and Technology

***ChemAsia95**

(Biennial)

9th Asian International Chemical & Process Franchising Exhibition
Singapore

12 - 15 September 1995

Organized by Singapore Exhibition Services Pte. Ltd.

Medic/Lab Pharmex Asia and Medical/Hospitech

Bangkok, Thailand

Organized by the Trade Fair Division of the Department of Export Promotion

22/77 Rajadapisk Rd., Chatuchak, Bangkok 10900

Tel. (66-2) 511-5066/77, Fax (66-2) 512-1079

Telex 82354 DEPEP TH

CANADA—INDONESIA IMPORT AND
EXPORT FIGURES,

1992 TO 1994

MAJOR CANADIAN EXPORTS TO INDONESIA
(\$'000s)

<u>Code</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>
10 Cereals	152,332	120,679	128,888
47 Pulp of wood/of other fibrous cellulosic material	43,301	48,272	86,954
39 Plastics & articles thereof	43,060	34,571	40,421
27 Mineral fuels, oils & product of their distillation, etc.	209	38,119	33,363
25 Salt; sulphur; plastering material; lime & cement	29,738	24,274	33,304
29 Organic chemicals	22,247	24,883	26,467
84 Nuclear reactors, boilers, machinery & mech. appliance; parts	41,144	63,737	18,368
31 Fertilizers	13,006	11,904	10,541
79 Zinc & articles thereof	16,142	13,914	9,619
85 Electrical mchy equip parts thereof; sound recorder etc.	20,054	10,723	9,027
48 Paper & paperboard	14,754	10,165	7,452
40 Rubber & articles thereof	3,370	6,587	6,862
87 Vehicles o/t railw/tramw roll. stock pts	1,260	1,750	6,386
23 Residues & waste from food industry; animal fodder	4,229	6,870	5,302
90 Optical, photo, cine, meas, checking, precision, etc.	1,036	414	4,353
08 Edible fruit & nuts; peel of citrus fruit or melons	902	4,040	3,608
75 Nickel & articles thereof	2,659	2,077	3,376
99 Special Transaction - Trade	574	2,265	3,107
86 Railway/tramway locomotives, rolling-stock & parts; etc.	2,930	---	1,767
55 Man-made staple fibres	4,239	3,944	1,728
12 Oil seed, oleagi fruits; miscell grain, seed, fruit etc.	---	90	1,544
73 Articles of iron or steel	426	718	1,344
94 Furniture; bedding, mattress, matt support, cushion etc.	74	90	1,328
20 Prep of vegetable, fruit, nuts or other parts of plants	597	931	1,086
78 Lead & articles thereof	1,308	524	954
72 Iron and steel	1,124	165	245
88 Aircraft, spacecraft & parts thereof	3,275	4,505	91
54 Man-made filaments	<u>3,124</u>	<u>152</u>	<u>22</u>
Sub-Total of	426,304	436,363	442,507
Total	<u>433,328</u>	<u>456,068</u>	<u>449,701</u>

MAJOR CANADIAN IMPORTS FROM INDONESIA
(\$'000s)

<u>Code</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>
64 Footwear	41,651	46,133	66,165
44 Wood & articles of wood; wood charcoal	35,824	52,549	58,803
40 Rubber & articles thereof	37,851	39,518	58,803
85 Electrical mchy equip parts thereof; sound recorder etc.	3,893	35,260	51,603
62 Articles of apparel & clothing access, not knitted/crocheted	29,548	45,546	48,840
15 Animal/veg fats & oils	14,580	12,219	29,469
61 Articles of apparel & clothing access, knitted or crocheted	22,403	26,306	27,661
26 Ores, slag and ash	77,391	18,935	24,962
09 Coffee, tea, & spices	8,200	8,800	12,564
42 Articles of leather; saddlery/harness; travel goods etc.	5,686	8,255	11,521
94 Furniture; bedding, mattress	5,348	11,670	11,128
55 Man-made staple fibres	13,312	11,951	11,014
54 Man-made filaments	11,660	9,753	9,276
18 Cocoa & cocoa preparations	7,086	8,582	9,205
84 Machinery, boilers, mech. appl.	6,105	5,873	8,645
90 Optical, photo, cine, meas. checking	1,309	6,041	7,871
95 Toys, games & sports requisites; parts & access thereof	5,533	13,025	7,777
52 Cotton	5,599	9,793	6,861
69 Ceramic products	4,177	4,712	5,687
03 Fish & crustacean, mollusc & other aquatic invertebrate	7,043	9,694	5,083
73 Articles of iron or steel	2,073	4,541	4,691
48 Paper & paperboard; art of paper pulp	1,868	4,323	4,411
70 Glass and glassware	5,352	6,784	4,315
63 Other made up textile articles, sets	1,394	2,708	3,761
16 Preparations of meat, fish or crustaceans, molluscs	11,554	5,234	3,556
39 Plastics & articles thereof	439	857	2,210
02 Meat & edible meat offal.	4,170	2,733	1,997
65 Headgear & parts thereof	381	2,126	1,875
87 Vehicles o/t railw/tramw roll-stock, pts & accessories	1,303	1,072	1,864
59 Impregnated, coated, cover/laminated textile fabric etc.	577	902	1,686
20 Prep of vegetable, fruit, nuts or other pts	991	733	1,553
82 Tool, implement, cutlery, spoon & fork	1,703	1,780	1,487
99. Special Transaction - Trade	542	1,488	1,486
60 Knitted or crocheted fabrics	1,236	1,310	1,476
96 Misc. manufactured articles	829	1,557	1,340
08 Edible fruit & nuts; peel of citrus fruit or melons	557	707	1,157
71 Natural/cultured pearls, prec stones & metals, coin, etc.	637	1,625	1,150
92 Musical instruments; parts & access of such articles	229	213	1,044
80 Tin and articles thereof	1,136	93	855
58 Special woven fabric; tufted tex fab; lace; tapestries etc.	1,096	916	406
27 Mineral fuels, oils & product of their distillation	<u>8,422</u>	<u>9,721</u>	---
Sub-Total of	<u>390,688</u>	<u>436,038</u>	<u>515,258</u>
Total	398,444	444,381	522,196

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MAJOR CANADIAN

Code	1991	1992	1993	1994	1995	1996
01	47,651	48,183	48,183	48,183	48,183	48,183
02	27,887	28,015	28,015	28,015	28,015	28,015
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06	6,348	6,348	6,348	6,348	6,348	6,348
07	13,313	13,313	13,313	13,313	13,313	13,313
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96	1,888	1,888	1,888	1,888	1,888	1,888
97	1,888	1,888	1,888	1,888	1,888	1,888
98	1,888	1,888	1,888	1,888	1,888	1,888
99	1,888	1,888	1,888	1,888	1,888	1,888
100	1,888	1,888	1,888	1,888	1,888	1,888
Sub-Total	438,038	438,038	438,038	438,038	438,038	438,038
Total	522,188	522,188	522,188	522,188	522,188	522,188

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