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Indonesia

Dairy and Products

Annual

2003

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Report Highlights:

Domestic consumption growth for dairy products is estimated to grow 12 percent in CY 03. Since local fresh milk production only fulfills 30% of industry needs, in CY 03, Indonesia is expected to import 117,000 MT of NFDM and 23,000 MT of FFDM. To take advantage of this import demand, U.S. suppliers will have to compete with traditional suppliers like New Zealand and Australia.

Includes PSD Changes: Yes
Includes Trade Matrix: Yes
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Jakarta ATO [ID2]
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Executive Summary

Indonesia's growing demand for dairy products have outpaced the domestic production capability, leaving a wider window of opportunity for imported dairy products. The short fall in domestic milk production is considered a problem that needs to be addressed by both the GOI and Indonesian dairy industry. The GOI in concert with the industry continuously run several programs to encourage and increase productivity. However, the dairy industry must still continue to rely on milk solid imports, primarily NFDM to fulfill short domestic supplies. Dairy products are primarily consumed as powdered milk, sweetened condensed milk, and ready to drink milk. Today, as the overall dairy consumption has already returned to pre-crisis levels, U.S. NFDM which entered the market under food aid programs since 1999, has started to stimulate commercial transactions. Especially due to significant price increases in 200, which has made U.S. milk powder more competitive. However, Australia and New Zealand, with an obvious freight advantage and a long history in the Indonesian market, are expected to continue dominating the market (at about 60 percent combined).

Production

Indonesia's domestic milk supply is primarily sourced from approximately 120 dairy cooperatives, which consist of nearly 100,000 dairy farmers with 2-3 cows each. Ongoing problems of poor dairy cattle feeding systems, farm management, herd replacement quality, acquisition and distribution systems, and unfavorable weather has caused low productivity, poor milk quality, and a short lactating period for dairy cattle. Post's total fresh fluid milk production forecast for CY03 is 420,000 MT, fulfilling about 30 percent of the total demand. The GOI and the Indonesian milk industry association has initiated programs, such as providing technical assistance and soft loans, to support the Union of Indonesian Dairy Cooperatives. However, the results of these programs have been discouraging, leaving the industry incapable of production growth rate and unable to keep up with growing demands. Therefore, unless the dairy cattle number is significantly multiplied and dairy farming condition are significantly improved, the dairy industry/producers must continue to rely on milk solid imports. Nonetheless, the Union of Indonesian Dairy Cooperatives ultimate goal is to improve domestic fresh fluid milk production by an average of 15 percent per year by 2010. The GOI estimates that Indonesia's milk demand will increase from 6 liters/capita (current demand) to 16 liters/capita in 2010 (total dairy consumption demand is estimated to reach 4 million MT), the population is also expected to climb to 245 million (the current population is approximately 215 million).

Domestic fluid milk production is primarily used for whole milk powder production. Due to the extra long drought, post forecast FFDM production increased only 5 percent to 47,000 MT, while total use is expected to be 74,000 MT in CY03. The shortage in domestic production and use will have to be met through imports, as in previous years. Because domestic milk production is low, Indonesia does not produce any NFDM. Domestic NFDM requirements are met entirely by imported products.

Consumption

The Indonesian economic crisis in 1998, did not have a significant long-term impact on the domestic dairy industry. Overall dairy consumption has already returned to pre-crisis levels. Decentralization has caused economic and trade activities at the sub-district level to grow, which has positively affected the ability of middle to low-income population in rural areas to increase their consumption of dairy products. In addition, the development of community health and nutrition awareness has played a role in the growth of dairy consumption by 10 percent in previous year. As the economic situation and distribution infrastructure for dairy products improve, this growth will likely increase. In CY 03, total domestic consumption for

NFDM and FFDM are expected to increase 12 percent to be 111,000 MT and 60,000 MT respectively. While total distribution including export and stock is expected to be 132,000 MT & 74,000 MT.

All dairy plants in Indonesia are currently located on the island of Java, making distribution of products outside of this island difficult, due to poor infrastructure such as refrigeration, transportation and roads. 70 percent of dairy products are only available and consumed in urban areas of Java. The distribution of the remaining 30 percent of dairy products available on the market (for rural areas outside Java) are limited, and the high costs associated with distribution drive up consumer prices, making it too expensive for low income consumers to afford.

Dairy products primarily consumed as powdered milk (used for making cream, skim milk, infant and children formula, and formula for pregnant and lactating women), sweetened condensed milk, ready to drink milk (such as fresh milk, UHT, pasteurized and homogenized dairy mix), and a small portion for other dairy products (such as cheese, butter, ice cream, whey and yogurt). Powdered milk and ready to drink milk products are mainly consumed by the middle-upper income population. The latest marketing trend to stimulate consumer growth (excluding raw material for industry) is the segmentation of specialized milk products, such as formulas and attractive variety size packaging for end customers. Heavy advertising has stimulated 13% increase in consumption for powdered milk and ready to drink milk consumption increased by 15%. The increasing number of workingwomen has also influenced this category growth, which boost baby and kids formula sales. On the other hand, sweetened condensed milk (SCM) has a wider market, as SCM is a more affordable dairy product available--production has surpassed pre-crisis levels, 245 MT in CY02, compared to 227 MT in CY01. Retail prices for dairy products are significantly influenced by the raw material prices, which are significantly influenced by the currency exchange rate. Besides the price of imported NFDM, the price of sugar (a key ingredient) plays a significant role in this price elevation. Sugar prices have gone up 50 percent the last year. As a result, the retail price for sweetened condensed milk, which contains 40 percent sugar, has increased 21 percent and the retail price powdered milk has increased approximately 16 percent. On the contrary, in 2003, prices for dairy products increased at a slow pace of 5-10 percent on average. Sweet condensed milk averaged a 3-5 percent increase, while ready-to-drink milk increased at a rate of 10-15 percent. Dairy product manufacturers managed to minimize price hikes by increasing production efficiency and sourcing lower cost ingredients. Substitution of NFDM with whey powder, and substitution of FFDM with NFDM combined with AMF (anhydrous milk fat) produced more affordable new variety products that attract a wider consumer group.

Twenty percent of the market for dairy products consists of imported finished dairy products, such as pasteurized skim and full cream milk, milk formulas (for infant, children, pregnant and lactating women, elderly). Imported powdered milk products are perceived as a high quality, specialized formulas, which carry premium prices.

Other dairy products such as cheese, butter, ice cream, whey, and yogurt are domestically produced or imported in relatively small quantities. Total consumption for cheese and yogurt in CY 02 was around 8,000 MT and 300 MT respectively, which was 20 percent more than in CY 2001. The lack of awareness for such products and poor cold chain infrastructure are key constraints in expanding the market for these high value dairy products in Indonesia. The highest demand for these items are usually during the holiday seasons (Ramadan and Christmas) for the food service, bakery, and confectionery industries, as Indonesians prepare for festivities.

Retail Sales of Milk: Value 1998-2002

Rp billion	1998	1999	2000	2001	2002
Fresh/pasteurised milk	219.5	228.2	287.3	338.1	422.2
Long-life/UHT milk	400.0	417.7	498.4	581.7	704.5
Condensed/evaporated milk	1,118.3	1,205.8	1,379.6	1,550.6	1,796.0
Flavoured milk drinks	344.9	351.3	411.3	490.9	606.3
Powder milk	1,629.0	1,660.0	1,849.3	2,154.1	2,671.1
Flavoured powder milk drinks	731.0	815.8	950.5	1,118.7	1,398.4
Milk	4,442.7	4,678.7	5,376.4	6,234.1	7,598.5

Source: Official statistics (USDA), trade associations (Gabungan Koperasi Susu Indonesia or GKSI, The Indonesian Food & Beverages Association), trade press (SWA, Kompas), company research, store checks, trade interviews, Euromonitor estimates

Note: 2002 provisional data

Retail Sales of Milk: Volume 1998-2002

	1998	1999	2000	2001	2002
Fresh/pasteurised milk (Million litres)	0.04	0.04	0.05	0.05	0.05
Long-life/UHT milk (Million litres)	0.06	0.07	0.07	0.08	0.08
Condensed/evaporated milk (Million litres)	0.11	0.12	0.13	0.14	0.16
Flavoured milk drinks (Million litres)	0.04	0.05	0.05	0.06	0.06
Powder milk ('000 tonnes)	44.26	45.58	48.77	53.16	57.42
Flavoured powder milk drinks ('000 tonnes)	18.16	20.54	23.03	24.87	26.36
Milk (Not calculable)	-	-	-	-	-

Source: Official statistics (USDA), trade associations (Gabungan Koperasi Susu Indonesia or GKSI, The Indonesian Food & Beverages Association), trade press (SWA, Kompas), company research, store checks, trade interviews, Euromonitor estimates

Note: 2002 provisional data

Trade

As growth in domestic use is expected to outpace domestic production, the import demand for NFD and FFDM are forecast to reach up to 10 percent or about 117,000 MT and 23,000 MT respectively in 2003. The import duty on milk powder is 5 percent and value added tax is 10 percent (as a raw ingredient).

With an obvious freight advantage and long history in Indonesian market, Australia and New Zealand continue to dominate the Indonesian market for milk and dairy products. In 2001, over 50% of the milk/products supply was imported from Australia and New Zealand. Their market share was even more significant in 2002 (60 percent market share combined). However, the significant price increase of Australian and New Zealand milk powder due to the long drought has made US milk powder prices more competitive thus making it more favorable for import. As the result, US market share of NFD & FFDM in the first quarter of CY 03 increased to 20 percent and 22 percent respectively, compared to CY 2002, the U.S. market share of NFD & FFDM was only 13 percent and 0.15 percent respectively.

Beside price as determining factor, trade sources indicate that U.S. dairy products will have better chance of entering the market if there is a representative office in the country and if

there are improvements in milk depots throughout the region to expedite communication and shipping time.

In FY 2001, half of the NFDM imported from U.S. was attributed to USDA Section 416(b) program. This program was implemented by Land O'Lakes for an Indonesian "School Milk Program". Under this authority approximately 17,000 MT of NFDM has been awarded for this program in Indonesia. In 2002, USDA granted total of 8,650 MT of NFDM and in 2003, 7,500 MT of NFDM for food aid and community building programs in Indonesia.

Industry sources report that powdered milk (NFDM and FFDM) from New Zealand were shipped to Indonesia solely for repackaging and a re-export to the Middle East (Iraq and Iran) as food aid. The program was coordinated among several Middle Eastern countries along with the New Zealand Dairy Board. In 2002, this program accounted for exports of 13,000 MT of NFDM and 12,000 MT of FFDM. Due to the latest situation in Iraq, this program is on hold there is no information about this program continuing.

Over the last three years, the Philippines was the second largest supplier of FFDM to Indonesia (over 6,300 MT in CY00, 8,500 MT in CY01 and approximately 9,300 MT in CY02). However, according to post sources, the origin of the FFDM was actually from New Zealand and Australia, which were trans-shipped via the Philippines.

Price

In the first to the second quarter of CY 03, NFDM prices (C&F) increased from an average of US\$ 1350/MT to US\$ 1700/MT due to low stocks in Australia, New Zealand, and Europe. This price has remained stagnant ever since.

as of September 2003, Comparative Price for Powdered Milk

Country of Origin	NFDM in US \$ (C&F)	FFDM In US \$ (C&F)
Australia	1700 - 1850/MT	1700 - 1850/MT
New Zealand	1700 - 1850/MT	1700 - 1850/MT
United States	1650 - 1700/MT	1650 - 1700/MT
European Union	1650 - 1750/MT	1650 - 1750 /MT

Source: Post industry contacts.

Comparison of Prices for Local Fresh Milk & Imported Milk Solids in CY02

Product	Price in Rupiah (Rp) (US\$1 = Rp.9000)
Domestically Produced Fresh Milk – 12% milk solid content	Rp.1700- 1850/kg
Average Imported 12% milk solids	Rp.1800/kg

Source: Post industry contacts.

As shown in the table above, locally produced milk prices ranged between Rp. 1700-1850/kg with 12 percent milk solid content, while import prices for similar milk solids are @ Rp. 1,800/kg, before adding the import duty (5%) and VAT (10%). Thus, the local price remained comparable to average import prices. On February 1998, the Indonesian Dairy Industry Association signed an MOU with the Union of Indonesian Dairy Cooperatives. This MOU replaced the Government policy, which regulated all dairy manufactures in Indonesia to use a certain ratio of local milk supply versus imported milk products. In the signed MOU,

the milk is required to be processed and the total supply must be sold domestically, as long as it meets competitive market prices and quality is up to par.

Stocks

As a price sensitive market, unless there is a significant fluctuation in price or world milk stocks are limited, Indonesia's dairy processors keep an estimated two months supply (approximately 25,000 MT of total milk powder--- 19,000 MT NFDM and 6,000 MT FFDM) in their plant warehouses. Producers contract up to 3-4 months in advance for imported products to guarantee supply. Therefore early this year, industry anticipated the milk price increase by building their stock and take advantage of the lower CY 02 price. And as the milk price is predicted to remain high for the rest of CY 2003, industry will use up this initial high stock and maintaining a normal minimal amount towards the end of the year.

Marketing

Indonesian milk consumption is relatively low at 6 to 7 liters, compare to Thailand-22 liters, Philippines-25 liters, or India-75 liters per capita per year. Domestic dairy consumption is forecasted to grow 12 percent in CY 03 with further targeted product segmentation such as baby to toddler formula, pregnant & lactating woman formula, elder formula, high calcium, low-fat milk and introduction of multi flavor milk such chocolate, honey, banana, strawberry, melon, and orange in various size and type of packaging. The dairy industry has also aggressively market their dairy products with drinking milk campaigns, advertisements, competition, price and gifts in packages to attract consumers.

The Indonesian dairy industry is dominated by five dairy manufacturers (Nutricia/Sarihusada, Nestle Indonesia, Friesche Vlag Indonesia, Indomilk, and Ultrajaya), which account for 90 percent of the total sales volume in the country. With the positive forecast for consumer demand, dairy product manufacturers are expanding their capacities. Manufactures are also expanding their market to include exports of finished dairy products to countries in the region as well as Middle Eastern and African countries, as they enjoy low costs for land and labor.

U.S. Food Aid Impact

USDA food aid programs have been a positive force in increasing awareness of U.S. dairy products in Indonesia. These programs have provided exposure for U.S. dairy products in the Indonesian market among importers and manufacturers. U.S. dairy products are recognized as high quality. In addition, these programs have provided Indonesian children and families to a great exposure of the benefits of milk nutrition. As a result, imports of U.S. dairy products continue to increase every year. In CY 01, 11,500 MT NFDM was imported from the U.S. under food aid, while 5,500 MT were commercial transactions stimulated by the food aid programs. The proportion for commercial transactions then increased in CY 02 to be 1:1, totaling of around 14,000 MT NFDM imported from U.S. Nevertheless, Indonesia is a price sensitive market, thus the ability of U.S. suppliers to take advantage of this opportunity will depend on their ability to provide competitively priced products.

USDA support for a "School Milk" program, initiated in 1999, responded to needs resulting from Indonesian's economic crisis in 1998. The program had a positive impact on child nutrition. In 1999, 5,000 MT of NFDM was provided through a government-to-government agreement to 410,000 elementary school children who received 200 ml of milk three times a week for one year. This program was continued in FY 2000, through the monetization of an additional 8,500 MT of NFDM and 10,000 MT of wheat in two years cycles. Land O'Lakes implemented the program under the agreements, and expanded the program to distribute

milk to nearly 500,000 elementary schools children and also formulate a pilot project of distributing biscuits to approximately 50,000 school children. An additional program was extended in FY01, which granted 4,450 MT of NFDM and 4,000 MT under an FY 03 Section 416(b) program, which ensures the program cycle until 2004.

Aside from the School Milk Program, in 1999, under a USDA Section 416(b) program 3,000 MT of NFDM was provided for a "Susu Peduli" or Milk Care program. Through this program, sweetened condensed milk produced from the NFDM was distributed to families who fell below the poverty line. This program has also been extended twice (3,000 MT of NFDM in both FY00 and FY01), which will end in mid-2003.

Under another USDA Section 416(b) program 1,200 MT and 1.7 MT of NFDM in FY02 and FY 03 respectively was granted for the Soy Enriched School Snack Noodle program and a micro credit program for small scale food processors by the Private Voluntary Organization International Relief Development (IRD).

The last program funded by the monetization of 1,800 MT of NFDM is a community-building project in Aceh by Save the Children (SC).

While no similar humanitarian feeding programs are run by other dairy supplying countries, Australia, Denmark, and Canada are providing grants for technical support and equipment to Indonesian dairy farmers. Indonesia is also receiving support from Japanese genetic experts for research on improving the success rates for frozen semen.

Tables

PSD Table, NFDM

PSD Table								
Country	Indonesia							
Commodity	Dairy, Milk, Nonfat Dry						(1000 MT)	
Market Year Begin	2001	Revised	2002	Estimate	2003	Forecast	UOM	
	USDA Official [Old]	Post Estimate [New] 01/2001	USDA Official [Old]	Post Estimate [New] 01/2002	USDA Official [Old]	Post Estimate [New] 01/2003	MM/YYYY	
Beginning Stocks	15	15	15	15	15	15	(1000 MT)	
Production	0	0	0	0	0	0	(1000 MT)	
Intra EC	0	0	0	0	0	0	(1000 MT)	
Imports								
Other	98	98	110	110	125	117	(1000 MT)	
Imports								
TOTAL	98	98	110	110	125	117	(1000 MT)	
Imports								
TOTAL SUPPLY	113	113	125	125	140	132	(1000 MT)	
Intra EC	0	0	0	0	0	0	(1000 MT)	
Exports								
Other	16	16	15	15	15	2	(1000 MT)	
Exports								
TOTAL	16	16	15	15	15	2	(1000 MT)	
Exports								
Human Dom. Consumption	82	82	95	95	110	111	(1000 MT)	
Other Use, Losses	0	0	0	0	0	0	(1000 MT)	
Total Dom. Consumption	82	82	95	95	110	111	(1000 MT)	
TOTAL Use	98	98	110	110	125	113	(1000 MT)	
Ending Stocks	15	15	15	15	15	19	(1000 MT)	
TOTAL	113	113	125	125	140	132	(1000 MT)	
DISTRIBUTION								
Calendar Yr. Imp. from U.S.	17	17	15	15	15	15	(1000 MT)	
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0	(1000 MT)	

NFDM Export Trade Matrix, Jan-March

Export Trade Matrix

Country Indonesia

Commodity Dairy, Milk, Nonfat Dry

Time period Units:

Exports for:

U.S. U.S.

Others Others

East Timor	283	Singapore	96
Nigeria	3	United Emirates Ar	45
		East Timor	45
		Zambia	27
		Nigeria	11
		Brruinei Darussala	3
		Saudi Arabia	1

Total for Others 286 227

Others not Listed

Grand Total 287 227

NFDM Export Trade Matrix, Jan-Dec

Export Trade Matrix**Country** Indonesia**Commodity** Dairy, Milk, Nonfat DryTime period Units: Exports for: U.S. U.S.

Others Others

Iraq	14,412	Iraq	13,130
Iran	620	East Timor	1,229
East Timor	419	United Emirates Ar	129
Micronesia	144	Zambia	97
Phillippines	135	Philippines	75
Thailand	72	Tanzania	58
Portugal	65	Portugal	13
Singapore	41	Japan	11
New Zealand	41		
Hong Kong	29		

Total for Others 15,979 14,742

Others not Listed

Grand Total 16,045 14,756

NFDM Import Trade Matrix, Jan-March

Import Trade Matrix

Country	Indonesia		
Commodity	Dairy, Milk, Nonfat Dry HSC040210		
Time period	Jan-March	Units:	MT
Imports for:	2002		2003
U.S.	250	U.S.	5,015
Others		Others	
Australia	4,788	New Zealand	6,109
New Zealand	3,399	Australia	5,204
Netherlands	3,104	Netherlands	4,700
Germany	634	Ireland	1,273
Ireland	346	Germany	818
Denmark	110	Czech Republic	425
Czech Republic	100	Denmark	200
		Sweden	175
Total for Others	12,481		18,904
Others not Listed	524		318
Grand Total	13255		24237

NFDM Import Trade Matrix, Jan-Dec

Import Trade Matrix**Country** Indonesia**Commodity** Dairy, Milk, Nonfat Dry HSC040210

Time period Jan-Dec Units: MT

Imports for: 2001 2002

U.S. 17,437 U.S. 14,515

Others Others

New Zealand	30,308	Australia	32,694
Australia	21,417	New Zealand	27,025
Netherlands	11,612	Netherlands	16,172
Germany	5,528	Czech Republic	3,580
Ireland	2,741	Germany	2,830
Denmark	2,222	Poland	1,811
France	1,087	Canada	1,687
Belgium	1,073	Argentina	1,404
Sweden	956	Ireland	1,289
Canada	870	Malaysia	1,308
Poland	803	Finland	1,256
Finland	750	Denmark	692
		France	686
Total for Others	79,367		92,436
Others not Listed	1,637		3,406
Grand Total	98,441		110,357

PSD Table, FFDM

PSD Table	Indonesia					
Country	Dairy,					
Commodity	Dry Whole Milk Powder					
	(1000 MT)					
	2001	Revised	2002	Estimate	2003	Forecast
	USDA	Post	USDA	Post	USDA	Post
	Official	Estimate	Official	Estimate	Official	Estimate
	[Old]	[New]	[Old]	[New]	[Old]	[New]
Market Year Begin		01/2001		01/2002		01/2003
Beginning Stocks	12	4	4	4	4	4
Production	40	45	50	45	55	47
Intra EC Imports	0	0	0	0	0	0
Other Imports	35	35	35	33	40	23
TOTAL Imports	35	35	35	33	40	23
TOTAL SUPPLY	87	84	89	82	99	74
Intra EC Exports	0	0	0	0	0	0
Other Exports	22	22	22	20	25	8
TOTAL Exports	22	22	22	20	25	8
Human Dom.	61	58	63	58	70	60
Consumption						
Other Use, Losses	0	0	0	0	0	0
Total Dom.	61	58	63	58	70	60
Consumption						
TOTAL Use	83	80	85	78	95	68
Ending Stocks	4	4	4	4	4	6
TOTAL DISTRIBUTION	87	84	89	82	99	74
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

FFDM Export Trade Matrix, Jan-March

Export Trade Matrix

Country Indonesia

Commodity Dairy, Dry Whole Milk Powder

Time period Units:

Exports for:

U.S. U.S.

Others Others

Iraq	6,625	Malaysia	198
Singapore	3,865	New Zealand	60
Malaysia	434	Taiwan	48
Spain	98	Pakistan	22
Netherlands	56	Sri Lanka	11
Pakistan	33	Hong Kong	10
Sri Lanka	27		
East timor	23		
Hong Kong	21		

Total for Others 11,182 349

Others not Listed

Grand Total 11,399 369

FFDM Export Trade Matrix, Jan-Dec

Export Trade Matrix

Country Indonesia

Commodity Dairy, Dry Whole Milk Powder

Time period Units:

Exports for:

U.S. U.S.

Others Others

Iraq	7,898	Iraq	8,889
Singapore	4,366	Singapore	5,044
Iran	3,704	Iran	2,795
Nigeria	2,299	Malaysia	1,694
Malaysia	1,676	Taiwan	512
Syria	819	Hong Kong	243
Taiwan	675	Netherlands	157
Sudan	248	New Zealand	145
New Zealand	187	Pakistan	142
Hong Kong	144	Sri Lanka	127

Total for Others 22,016 19,748

Others not Listed

Grand Total 22,460 19,936

FFDM Import Trade Matrix, Jan-March

Import Trade Matrix

Country Indonesia

Commodity Dairy, Dry Whole Milk Powder

Time period

Jan-March

 Units:

MT

Imports for:

2002

2003

U.S.

0

 U.S.

2,020

Others		Others	
New Zealand	1,206	Philippines	2,080
Australia	480	New Zealand	2,036
Philippines	390	Australia	1,701
Singapore	142	Malaysia	408
Netherlands	65	France	312
Denmark	40	Singapore	155
India	16	Denmark	146

Total for Others

2,339

6,838

Others not Listed

389

239

Grand Total

2,728

9,097

FFDM Import Trade Matrix, Jan-Dec

Import Trade Matrix**Country** Indonesia**Commodity** Dairy, Dry Whole Milk PowderTime period Units: Imports for: U.S. U.S.

Others Others

New Zealand	15,403	New Zealand	11,369
Philliphines	8,536	Phillippines	9,361
Australia	3,875	Australia	7,122
South Africa	2,555	Netherlands	1,009
Denmark	2,314	France	912
Spain	600	Singapore	814
France	552	Denmark	567
Netherlands	345	Germany	523
Singapore	321	Malaysia	419
Germany	239	Belgium	401
Total for Others	34,740		32,497
Others not Listed	<input type="text" value="413"/>		<input type="text" value="425"/>
Grand Total	35,346		32,972

Exchange Rate (Rp./1US\$) on Period Month Ending Basis

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1997	2,387	2,403	2,418	2,443	2,458	2,450	2,528	2,190	3,350	3,700	3,740	5,700
1998	13,513	9,377	8,740	8,211	10,767	15,160	13,850	11,700	11,314	9,142	7,755	8,100
1999	9,419	8,992	8,778	8,632	8,179	6,750	6,989	7,736	8,571	6,949	7,439	7,161
2000	7,414	7,517	7,598	7,988	8,728	8,742	9,055	8,370	8,891	9,483	9,524	9,385
2001	9,488	9,914	10,460	12,117	11,423	11,436	9,744	9,045	9,696	10,358	10,476	10,450
2002	10,383	10,222	9,779	9,441	9,823	8,741	9,171	8,938	9,057	9,257	9,020	8,929
2003	8,877	8,917	8,957	8,675	8,279	8,285	8,505	8,535	8,389	8,445		

Source: Central Statistics Agency (BPS-Badan Pusat Statistik) and Business Indonesia Daily Newspaper.

Note: - October 2003 exchange rate is quoted for October 16, 2003

- BPS data available up to March 2003