



Embajada de la República de Indonesia
Santiago - Chile

trade with
remarkable
Indonesia

ITPC SANTIAGO

Newsletter | September 2018

INDONESIA CELEBRATED ITS ANNIVERSARY OF INDEPENDENCE WITH SPEECH FOCUSED ON THE COMMERCIAL RELATIONSHIP WITH CHILE



THE RECEPTION WAS HELD ON AUGUST 30 IN THE RESIDENCE OF THE INDONESIAN AMBASSADOR

The multitudinous celebration was offered by H.E. Ambassador Philemon Arobaya, and was attended by authorities from Chile and Indonesia, Chilean importers of various brands, and even television personalities. On the occasion, the diplomat took the opportunity to make a call to Chilean merchants to participate in the Trade Expo 2018, at the same time he recalled the names and facts that allowed the economic and political independence of Indonesia, a country that has achieved strong bonds with Chile.

INTERVIEW WITH ELIANA LÓPEZ, CHIEF OF FOREIGN TRADE IN SPARTA

The company is widely known in Chile for working with top-level products in sportswear. From running shoes to football shirts. López said that the work that Sparta is currently doing with Indonesia consists in the distribution of the New Balance product, one that they import from Indonesia thanks to convenient prices. And although that Asian country is a market that is just being explored by Sparta, the company is importing 150,000 pairs of shoes annually, which means a cargo volume of 100 containers coming from Indonesia.

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LOCAL GASTRONOMY, TRADITIONAL DANCES AND MORE THAN 200 GUESTS ON THE ANNIVERSARY NUMBER 73 OF THE REPUBLIC OF INDONESIA

With a powerful speech about the legacy of peace, freedom and political and economic growth experienced by the Republic of Indonesia, His Excellency Ambassador Philemon Arobaya, celebrated in his residence the 73rd anniversary of the Independence of Indonesia that had a massive attendance.

"It was on August 17, 1945, that President Sukarno and Muhammad Hatta declared Independence, which was carried out in accordance with human rights, with what

we all have, the right of freedom, both political and commercial, of our nation", said Arobaya. Along with this, the ambassador declared that Indonesia became a stable economy and a solid democracy, with what the country has contributed to make the world a more prosperous place.

"We are part of the solution, and we solve problems worldwide. We have contributed to progress at a national and international level", said the diplomat.

The celebration, which was held on August 30, counted with the participation of authorities, television personalities, import companies and the guest of honor, Rodrigo Olivares, a Chilean businessman and Governor.

The most anticipated moment of the night came when the Nasi Tumpeng was introduced. It is a traditional Indonesian dish based on rice and accompaniments, which is only used in ceremonial events and has a high sacred value.



STRONG BONDS

IN THE BILATERAL RELATIONSHIP BETWEEN CHILE AND INDONESIA

His Excellency Mr. Ambassador made reference to the important growth that the commercial and cultural relationship between Chile and Indonesia has experienced, and in which the Free Trade Agreement has had a positive influence.

"The total value of the trade grows up to 301 million dollars, which means a growth of 34% between the period of 2016 to 2017. Meanwhile, the value of exports to Chile grew from 143 thousand million dollars to 158 million in the same period", Arobaya said.

With these numbers, the call of the ambassador and the ITPC office is to attend the Trade Expo Indonesia that is being held between the 24 and 28 of October. Finally, the ambassador expressed that the bilateral relation is strong.



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THE GOVERNMENT OF INDONESIA IS DELIVERING DARMASISWA SCHOLARSHIPS TO CHILEANS WHO WANT TO STUDY CULTURE, GASTRONOMY, MUSIC AND LANGUAGE IN INDONESIAN TOP UNIVERSITIES



ITPC SANTIAGO OFFICE RECOGNIZES POTENTIAL DISTRIBUTORS OF INDOONESIAN PRODUCTS IN ENLACES COMERCIALES

In order to identify the most important distribution companies in Chile that can market the products imported from Indonesia, the ITPC Santiago Office decided to be present in the XI version of Enlaces Comerciales, the main business event of Santiago, which was carried out in Centro Parque in August.

The event was attended by Prihadi Andi Sugiono, director of the Indonesian Trade Promotion Center, who noted that "the meeting organized by the Chamber of Commerce of Santiago is tremendously

positive, thinking about the destination of the products that Chile imports from Indonesia. This instance allows us to know who are the suppliers and distributors in Santiago, even without Small and Medium Companies, some potential buyers of our products".

Enlaces Comerciales was used by the ITPC Santiago Office to promote the 33rd edition of the Trade Expo Indonesia 2018, as well as to provide information of Indonesian exporters to Chilean companies present during the event.

Sugiono recalled that the Trade Expo is "a unique opportunity for Chilean companies to approach Indonesian products, even more so with the Free Trade Agreement".

While some of the great companies present in Enlaces Comerciales that could distribute the products of Indonesia are Falabella, Farmacias Cruz Verde and Cencosud. "We want to create a new work network, and opportunities for business", Sugiono said.



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WE WANT TO CREATE A NEW WORK NETWORK. NOT ALWAYS THERE ARE GREAT BUYERS, BUT INDEED GOOD OPPORTUNITIES TO DO BUSINESS

TRADE XPO INDONESIA

Exhibition | TTI Forum | Business Matching | Trade Mission



trade with
**remarkable
Indonesia**

CREANDO PRODUCTOS PARA OPORTUNIDADES GLOBALES

24 - 28
Octubre
2018

ICE - BSD City
Tangerang - Indonesia



KEMENTERIAN
PERDAGANGAN
REPUBLIK INDONESIA
MINISTRY OF TRADE

ITPC SANTIAGO

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BENEFICIOS A LOS VISITANTES



Transporte gratuito
al hotel a su llegada



Wi-Fi gratuito en el
recinto ferial



Uso complementario del
business lounge en el recinto



Servicio gratuito
de intérprete



Traslados
hotel - recinto - hotel

Por favor contactarse con la Oficina de Promoción Comercial de Indonesia en Santiago (ITPC - Santiago) para recibir mayor información. Por favor regístrese antes del 31 de Agosto de 2018.



PERFIL DEL VISITANTE



Compradores y
Traders



Industrias



Importadores



Distribuidores y
Mayoristas



Retailers



Hotelería y
Restaurantes



Asociaciones
Comerciales y de
Negocios



Agentes



Inversionistas



Medios



ELIANA LÓPEZ

**CHIEF OF FOREIGN TRADE
IN SPARTA**

The sports company has experienced a significant growth in the volume of cargo in its imports from Indonesia, despite the obstacles that means planning their purchases with long time in advance.

Eliana, tell us about your current job at the sports company Sparta?

I am in charge of the representation of top-level brands and in different categories in Chile, mainly focused on sports.

What is the link Sparta now has with suppliers in Indonesia?

The trade we currently have with Indonesia corresponds to the distribution we are making with the New Balance sneaker brand, which has many factories around the world and several in South-east Asia.

We import a considerable volume of products from Indonesia. Around 40 thousand pairs of shoes quarterly, and 150 thousand annually. If that leads to cargo volume, I can tell you that it is about 100 containers.

How has the evolution of imports from Indonesia been since 2016 until now?

Sparta has experienced growth and when talking about concrete figures in cubic centimeters, we reached the conclusion that in 2016 there was a load volume of 1,491, versus 3,120 in 2017, which means a growth of 109%. Now, if we compare the period from January to August 2017 with the same period of 2018, it is a figure of 2,356 versus 2,790, which implies a growth of 16%.

What is your opinion of Indonesia as an exporting country?

At the moment they would like to explore more within Indonesia, but it is because it is a market that we are just exploring as Sparta Chile. We have mainly been working with the New Balance brand and I believe that our imports are strengthening. We see Indonesia as an interesting market with very valuable products.

The only thing that limits us a little when deciding to buy is the issue of transit to Chile.

Could Iquique, as a hub port, be a solution for that?

We currently have operations in Iquique, and what we should do is schedule our imports well in advance. The transit time does not fall below 60 days and that is why we have to add the production process, which can be 90 extra days, so the purchases always turn out to be long-term.

I could tell you that this is the only disadvantage, but also the matter of price and quality plays a very important role when making a decision.

The Free Trade Agreement signed by Chile and Indonesia also supports speeding up the procedures?

Of course, the international treaties, which I know are about to be implemented after 2019, will allow the Indonesian products to be very attractive for Sparta and other companies in Chile, since they will not have to pay that tariff, and commercial relations will be more competitive.



DISCOVER UBUD IN TWO WHEELS

BICYCLES AND MOTORBIKES ARE IDEAL TO TRAVEL THE ISLAND OF BALI

Ubud is an Indonesian city that attracts, not only for its extensive fields of rice crops, but also for its gastronomy, crafts and spiritual peace that it transmits to its visitors.

And it is not uncommon for tourists to decide to rent bicycles or motorcycles to tour the surroundings, and in general the whole island of Bali. One of the attractions most requested by tourists is the striking Monkey Forest, located approximately 4 kilometers from the city

of Ubud, and is famous for its huge colony of macaques that are already very accustomed to the presence of man, so much so that they do not fear in take food and other elements from the tourist. The place is also adorned with a lush forest and mythological figures carved in stone.

The surroundings of Ubud are covered by charming rice fields, some of which can be appreciated from above, such as Sari Organik, an organization that tries

to produce exclusively organic products, and where you can dine with amazing views to the rice fields.

If you are into nature and outdoors, it is essential to visit the Batur volcano, which, although not so near from Ubud, is a great alternative to travel by motorbike, especially during the sunset. For trekking passionates, this active and sacred volcano for Hindus offers the possibility of climbing it.

