



Foreign Agricultural Service

GAIN Report

Global Agriculture Information Network

Voluntary Report - public distribution

Date: 11/5/2002

GAIN Report #ID2031

Indonesia

Cocoa

Report

2002

Approved by:

Charles T. Alexander

U.S. Embassy, Jakarta

Prepared by:

Anita Katial-Zemany/Titi S. Rahayu/Ninieck Alam

Report Highlights:

The use of fertilizer, improved farm maintenance, and more effective methods against the cocoa pod borer, have resulted in a 12.5 percent increase in cocoa production to 450,000 MT for MY01/02, compared to the previous marketing year. The United States remains the top market for Indonesia cocoa exports taking 42 percent or 88,923 MT in MY01/02 (October - May). As a protectionist measure to help processors procure domestic cocoa beans, the GOI plans to impose an export tax in 2003.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Unscheduled Report
Jakarta [ID1], ID

I. NARRATIVE

PRODUCTION

Indonesia overtook Ghana as the world's second largest cocoa producer in MY 01/02 (October-September), producing approximately 450,000 MT, compared to 400,000 MT in MY00/01. Higher farmgate prices enabled farmers to increase their use of fertilizer, improved farm maintenance and more effective methods against the cocoa pod borer, resulting in 12.5 percent higher production over the previous marketing year. However, cocoa production in MY 02/03 is expected to fall back into third place (behind Ivory Coast and Ghana), as output will likely fall to 426,000 MT, due to an anticipated poor mid-crop in Sulawesi. Current drought conditions are expected to take a toll on the MY02/03 cocoa crop.

The provinces of South, Southeast and Central Sulawesi account for 75 percent of Indonesia's total cocoa output. The remaining 25 percent comes from various parts of the country, such as: North Sumatra, Papua/Maluku, and East Java. Cocoa is the main crop grown on the island of Sulawesi. The first crop starts in April, and the mid-crop/second crop starts in late September.

Indonesian cocoa is used domestically for products such as cocoa paste, cocoa butter, cocoa powder and chocolate. Nearly all Indonesian cocoa butter and cocoa powder is produced for the export market.

CONSUMPTION

Domestic consumption is relatively small (given the size of the population) but growing. Post estimates put it at 29,000 MT in MY 01/02 and 35,000 MT in MY 02/03. This growth is based on the continued expansion of the local food, beverage and cosmetic industries as well as a substitution for imported cocoa products because of the weakness of the Rupiah.

The domestic processing industry is experiencing serious problems. Only four out of 13 processing mills are still operating. With a total milling capacity of 200,000 MT only 100,000 MT were processed in MY 01/02. The mills blame this on a shortage of beans but generally speaking they are inefficient and uneconomical and, thus, cannot afford to pay the going price for beans. Therefore, farmers prefer to sell their beans to exporters because of the higher price. The mills have requested the GOI to impose an export tax (see Policy).

PRICES

The domestic price of cocoa beans reached Rp. 20,100 - Rp. 20,275/ kg (US\$ 2.21 to US\$ 2.23 per kg, using the present exchange rates Rp. 9,100/US\$ 1) in MY01/02. Since the terrorist attacks in Bali in mid-October, the price dropped 10 percent to between Rp 18,000 - Rp. 18,300/kg. Current cocoa bean prices have nearly double compared to cocoa beans prices in the previous marketing year. The Bali bombing resulted in the inclusion of all Indonesia ports under the war-risk zone by the Joint Hull Committee, which may push down bean prices.

**Current Price Table for the Top Three Producer Countries
(as of October 29, 2003 in New York physic market)**

| Country of Origin | Price (US\$/MT) |
|-------------------|-----------------|
| Ivory Coast | \$ 2,250/MT |
| Indonesia | \$ 1,953/MT |
| Ghana | \$ 2,283/MT |

Source: Reuters

**Average Export Prices of Indonesian Cocoa Beans & Products
(FOB, US\$/kg)**

| Year | Cocoa Beans | Cocoa Products | Rupiah Conversion Rate/US\$ |
|--------|-------------|----------------|-----------------------------|
| | SITC: 072 | SITC: 073 | |
| 1998 | 1.49 | 1.98 | 8,100 |
| 1999 | 0.99 | 1.22 | 7,161 |
| 2000 | 0.78 | 1.11 | 9,385 |
| 2001 | 0.98 | 1.27 | 10,450 |
| 2002*) | 1.34 | 1.58 | 8,730 |

Source: BPS Statistics Indonesia. Indonesian Foreign Trade Statistics 2001
Economic Indicators, July 2002. Processed by FAS/Jakarta.

Note: SITC: Standard International Trade Classification

*) Jan-Jul 2002

TRADE

In MY 01/02, cocoa bean exports are expected to increase to 350,000 MT or by about 7 percent, compared to the previous marketing year. Official GOI export data reports cocoa exports at 211,335 MT for the first eight months (October-May) of MY01/02. The United States continues to be the number one importer (42 percent) of Indonesian cocoa beans, followed by Malaysia (18 percent), Brazil (17 percent), and Singapore (11 percent).

In MY 02/03 exports of cocoa beans are forecast to decrease to 333,800 MT, in-line with expected decreases in the cocoa harvest and the GOI's proposed export tariffs for cocoa beans.

Reportedly, soaring cocoa prices on the world market have resulted in a decline in purchasing power by local traders/exporters. As a result, foreign buyers are able to dominate Indonesia's cocoa trade.

During the first eight months of MY01/02, Indonesia exported approximately 63,794 MT of cocoa products. Cocoa product exports included cocoa butter (47 percent), cocoa powder (37 percent), cocoa paste (10 percent) and chocolate (6 percent).

Imports of cocoa bean for MY 01/02 are estimated to decline considerably to 19,700 MT, compared to 24,641 MT in MY00/01, due to the increase of domestic production and weaken local currency during that period. Post estimates that this decline is likely to rebound in MY 02/03, as domestic production is forecast to decline. Imported cocoa beans have different characteristics, such as: high fat content and stronger flavor, which are required for high quality food and pharmaceutical products, which are then re-exported.

POLICY

The GOI currently imposes a 10 percent VAT and 1.5 percent income tax on the sale of cocoa beans from traders to the local processors. This has resulted in a domestic cocoa bean shortage, as both traders and farmers prefer to export rather than sell directly to local processors.

The GOI Ministry of Industry and Trade (MIT) has proposed to impose an export tax on cocoa beans ranging between 5-20 percent, as a protectionist move to protect cocoa processors. GOI sources report that an export tax will encourage domestic sales of cocoa beans to processors, which the GOI thinks will help put cocoa mills back in business and Indonesians to work. The Association of Indonesian Cocoa and Chocolate Producers (APIKCI) was a key driving force behind the MIT's proposal, as they have been lobbying the GOI to impose export tariffs as high as 11.5 percent, by the beginning of 2003. Post predicted that the GOI will impose export tax below 10 percent.

On the other hand, the Indonesian Cocoa Association (ASKINDO) thinks that applying of higher export tax on cocoa could decrease export competitiveness. Moreover, ASKINDO has asked the GOI to apply a mandatory National Standard (SNI) on cocoa beginning January 2003, in order to increase Indonesian cocoa price upward on the world market. The proposal calls for a mandatory SNI requiring cocoa beans to meet the following specifications: water content-8 percent, mold content-4 percent, water residue-2.5 percent, and a bean count of 110 beans per 100 grams.

II. STATISTICAL TABLES

A. PS&D Table

| PSD Table | | | | | | |
|------------------------|-------------|---------|-------------|---------|------------------------------|---------|
| Country | Indonesia | | | | | |
| Commodity | Cocoa Beans | | | | (1000 HA)(MILLION TREES)(MT) | |
| | Revised | 2001 | Preliminary | 2002 | Forecast | 2003 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 10/2000 | | 10/2001 | | 10/2002 |
| Area Planted | 0 | 700 | 0 | 710 | 0 | 720 |
| Area Harvested | 0 | 470 | 0 | 480 | 0 | 490 |
| Bearing Trees | 0 | 470 | 0 | 480 | 0 | 490 |
| Non-Bearing Trees | 0 | 230 | 0 | 230 | 0 | 230 |
| TOTAL Tree Population | 0 | 700 | 0 | 710 | 0 | 720 |
| Beginning Stocks | 0 | 3593 | 0 | 2170 | 0 | 3495 |
| Main Production | 0 | 249086 | 0 | 280000 | 0 | 265000 |
| Mid & Other Production | 0 | 150612 | 0 | 170000 | 0 | 161000 |
| TOTAL Production | 0 | 399698 | 0 | 450000 | 0 | 426000 |
| Bean Imports | 0 | 24641 | 0 | 20000 | 0 | 21075 |
| Liquor & Paste Imports | 0 | 2850 | 0 | 2500 | 0 | 2500 |
| Butter Imports | 0 | 29 | 0 | 25 | 0 | 25 |
| Powder,Cake,Choc. Imp. | 0 | 5843 | 0 | 5500 | 0 | 5200 |
| TOTAL Imports | 0 | 33363 | 0 | 28025 | 0 | 28800 |
| TOTAL SUPPLY | 0 | 436654 | 0 | 480195 | 0 | 458295 |
| Bean Exports | 0 | 326463 | 0 | 350000 | 0 | 333800 |
| Liquor & Paste Exports | 0 | 7951 | 0 | 8400 | 0 | 8000 |
| Butter Exports | 0 | 42636 | 0 | 44800 | 0 | 39000 |
| Powder,Cake,Choc. Exp. | 0 | 42434 | 0 | 44500 | 0 | 39000 |
| TOTAL Exports | 0 | 419484 | 0 | 447700 | 0 | 419800 |
| Domestic Consumption | 0 | 15000 | 0 | 29000 | 0 | 35000 |

| | | | | | | |
|--------------------|---|--------|---|--------|---|--------|
| Ending Stocks | 0 | 2170 | 0 | 3495 | 0 | 3495 |
| TOTAL DISTRIBUTION | 0 | 436654 | 0 | 480195 | 0 | 458295 |

B. Trade Matrices

1. Cocoa Beans

| Export Trade Matrix | | | | |
|----------------------------|---------------------|--|--------------------------|---------------------|
| Country | Indonesia | | Units: | 1000 MT |
| Commodity | Cocoa Beans | | Commodity | |
| Time period | Jan-Dec 1999 | | Time period | Jan-Dec 2000 |
| Exports for: | | | Exports for: | |
| U.S. | 162 | | U.S. | 134 |
| Others | | | Others | |
| Singapore | 49 | | Malaysia | 62 |
| Malaysia | 31 | | Singapore | 57 |
| Brazil | 25 | | Brazil | 26 |
| Germany | 19 | | China | 16 |
| China | 16 | | Germany | 14 |
| Philippines | 7 | | Thailand | 7 |
| Netherlands | 7 | | Canada | 4 |
| Spain | 2 | | Philippines | 3 |
| Thailand | 5 | | Mexico | 3 |
| Canada | 4 | | Switzerland | 1 |
| Total for Others | 165 | | Total for Others | 193 |
| Others not Listed | 7 | | Others not Listed | 6 |
| Grand Total | 334 | | Grand Total | 333 |

Source: BPS Statistics Indonesia

| | | | | |
|----------------------------|---------------------|--|--------------------------|---------------------|
| Export Trade Matrix | | | | |
| Country | Indonesia | | Units: | 1000 MT |
| Commodity | Cocoa Beans | | | |
| Time period | Jan-Dec 2001 | | Time period | Jan-May 2002 |
| Exports for: | | | Exports for: | |
| U.S. | 129 | | U.S. | 59 |
| Others | | | Others | |
| Malaysia | 78 | | Malaysia | 25 |
| Singapore | 36 | | Brazil | 24 |
| China | 12 | | Singapore | 15 |
| Brazil | 11 | | Germany | 3 |
| Philippines | 9 | | Thailand | 3 |
| Germany | 8 | | Russia | 3 |
| Canada | 8 | | Philippines | 2 |
| Thailand | 5 | | China | 1 |
| Mexico | 2 | | Netherlands | 1 |
| India | 1 | | Mexico | 1 |
| Total for Others | 170 | | Total for Others | 78 |
| Others not Listed | 4 | | Others not Listed | 3 |
| Grand Total | 303 | | Grand Total | 140 |

Source: BPS Statistics Indonesia

| | | | | |
|----------------------------|--------------------|--|--------------------------|--------------------|
| Export Trade Matrix | | | | |
| Country | Indonesia | | Units: | 1000 MT |
| Commodity | Cocoa Beans | | | |
| Time period | Oct99-Sep00 | | Time period | Oct00-Sep01 |
| Exports for: | | | Exports for: | |
| U.S. | 142 | | U.S. | 136 |
| Others | | | Others | |
| Singapore | 60 | | Malaysia | 82 |
| Malaysia | 45 | | Singapore | 38 |
| Brazil | 33 | | Brazil | 17 |
| China | 18 | | China | 15 |
| Germany | 17 | | Germany | 10 |
| Thailand | 6 | | Philippines | 9 |
| Canada | 4 | | Canada | 8 |
| Mexico | 3 | | Thailand | 6 |
| Brunei Darussalam | 3 | | Mexico | 2 |
| Philippines | 3 | | | |
| Total for Others | 192 | | Total for Others | 187 |
| Others not Listed | 5 | | Others not Listed | 3 |
| Grand Total | 339 | | Grand Total | 326 |

Source: BPS Statistics Indonesia

| | | | | |
|----------------------------|---------------------|--|---------------|---------------------|
| Import Trade Matrix | | | | |
| Country | Indonesia | | Units: | 1000 MT |
| Commodity | Cocoa Beans | | | |
| Time period | Jan-Dec 1999 | | | Jan-Dec 2000 |
| Imports for: | | | | |
| U.S. | 0 | | U.S. | 0 |
| Others | | | Others | |

| | | | |
|--------------------------|----------|--------------------------|-----------|
| Papua New Guinea | 4 | Papua New Guinea | 5 |
| Cote d'Ivoire | 3 | Cote d'Ivoire | 3 |
| Ghana | 1 | Ghana | 3 |
| Total for Others | 8 | Total for Others | 11 |
| Others not Listed | 1 | Others not Listed | 2 |
| Grand Total | 9 | Grand Total | 13 |

Source: BPS Statistics Indonesia

| | | | |
|----------------------------|---------------------|--------------------------|---------------------|
| Import Trade Matrix | | | |
| Country | Indonesia | Units: | 1000 MT |
| Commodity | Cocoa Beans | | |
| Time period | Jan-Dec 2001 | Time period | Jan-May 2002 |
| Imports for: | | Imports for: | |
| U.S. | 0 | U.S. | 0 |
| Others | | Others | |
| Cote d'Ivoire | 11 | Cote d'Ivoire | 3 |
| Papua New Guinea | 8 | Papua New Guinea | 3 |
| Ghana | 4 | South Africa | 2 |
| | | Ghana | 1 |
| Total for Others | 23 | Total for Others | 9 |
| Others not Listed | 3 | Others not Listed | 0 |
| Grand Total | 26 | Grand Total | 9 |

Source: BPS Statistics Indonesia

| | | | |
|----------------------------|--------------------|-------------------------|--------------------|
| Import Trade Matrix | | | |
| Country | Indonesia | | |
| Commodity | Cocoa Beans | Units: | 1000 MT |
| Time period | Oct99-Sep00 | | Oct00-Sep01 |
| Imports for: | | Imports for: | |
| U.S. | 0 | U.S. | 0 |
| Others | | Others | |
| Papua New Guinea | 7 | Cote d'Ivoire | 10 |
| Cote d'Ivoire | 3 | Papua New Guinea | 6 |
| Ghana | 2 | Ghana | 6 |
| Argentina | 1 | United Kingdom | 1 |
| Total for Others | 13 | Total for Others | 23 |

| | | | |
|--------------------------|----|--------------------------|----|
| Others not Listed | 0 | Others not Listed | 2 |
| Grand Total | 13 | Grand Total | 25 |

Source: BPS Statistics Indonesia

2. Cocoa Paste

| Export Trade Matrix | | | | | | | |
|--------------------------|--------------|--------------------------|--------------|--------------------------|--------------|--------------------------|--------------|
| Country | Indonesia | Units: | 1000 MT | | | | |
| Commodity | Cocoa paste | | | | | | |
| Time period | Jan-Dec 1999 | Time period | Jan-Dec 2000 | Time period | Jan-Dec 2001 | Time period | Jan-May 2002 |
| Exports for: | | Exports for: | | Exports for: | | Exports for: | |
| U.S. | 0 | U.S. | 0 | U.S. | 1 | U.S. | 1 |
| Others | | Others | | Others | | Others | |
| Philippines | 5 | Philippines | 2 | Spain | 1 | Spain | 1 |
| Spain | 2 | Spain | 1 | Philippines | 1 | | |
| Australia | 1 | Singapore | 1 | France | 1 | | |
| Korea, South | 1 | Australia | 1 | Australia | 1 | | |
| Bulgaria | 1 | Korea, South | 1 | Singapore | 1 | | |
| | | | | Korea, South | 1 | | |
| Total for Others | 10 | Total for Others | 6 | Total for Others | 6 | Total for Others | 1 |
| Others not listed | 1 | Others not listed | 1 | Others not listed | 2 | Others not listed | 2 |
| Grand Total | 11 | Grand Total | 7 | Grand Total | 9 | Grand Total | 4 |

Source: BPS Statistics Indonesia

| Import Trade Matrix | | | |
|---------------------|--------------|--------------|--------------|
| Country | Indonesia | Units: | 1000 MT |
| Commodity | Cocoa paste | | |
| Time period | Jan-Dec 2000 | Time period | Jan-Dec 2001 |
| Imports for: | | Imports for: | |
| U.S. | 0 | U.S. | 0 |

| | | | |
|--------------------------|---|--------------------------|---|
| Others | | Others | |
| Malaysia | 2 | Malaysia | 2 |
| | | | |
| Total for Others | 2 | Total for Others | 2 |
| Others not listed | 0 | Others not listed | 0 |
| Grand Total | 2 | Grand Total | 2 |

Source: BPS Statistics Indonesia

Note: Jan-Dec 1999 imports only 570 MT and Jan-May 2002 imports only 97 MT

3. Cocoa Butter

| Export Trade Matrix | | | | | | | |
|---------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| Country | Indonesia | | | Units: | 1000 MT | | |
| Commodity | Cocoa butter | | | | | | |
| Time period | Jan-Dec 1999 | Time period | Jan-Dec 2000 | Time period | Jan-Dec 2001 | Time period | Jan-May 2002 |
| Exports for: | | Exports for: | | Exports for: | | Exports for: | |
| U.S. | 15 | U.S. | 17 | U.S. | 22 | U.S. | 8 |
| Others | | Others | | Others | | Others | |
| Netherlands | 7 | Netherlands | 7 | Netherlands | 7 | Netherlands | 3 |
| Australia | 3 | Japan | 4 | Australia | 4 | France | 2 |
| France | 3 | Australia | 4 | Japan | 3 | Australia | 2 |
| Belgium | 2 | France | 3 | France | 2 | Japan | 1 |
| Japan | 2 | United Kingdom | 2 | Singapore | 1 | | |
| | | | | | | | |
| Total for Others | 17 | Total for Others | 20 | Total for Others | 17 | Total for Others | 8 |
| Others not listed | 6 | Others not listed | 6 | Others not listed | 5 | Others not listed | 2 |
| Grand Total | 38 | Grand Total | 43 | Grand Total | 44 | Grand Total | 18 |

Source: BPS Statistics Indonesia

Note: Jan-Dec 1999 imports only 44 MT, for Jan-Dec 2000 is 36 MT, for Jan-Dec 2001 is 24 MT, and Jan-May 2002 imports only 5 MT

4. Cocoa Powder

| Export Trade Matrix | | | | | | | |
|---------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| Country | Indonesia | | | Units: | 1000 MT | | |
| Commodity | Cocoa powder | | | | | | |
| Time period | Jan-Dec 1999 | Time period | Jan-Dec 2000 | Time period | Jan-Dec 2001 | Time period | Jan-May 2002 |
| Exports for: | | Exports for: | | Exports for: | | Exports for: | |
| U.S. | 4 | U.S. | 6 | U.S. | 5 | U.S. | 2 |
| Others | | Others | | Others | | Others | |
| Spain | 11 | Spain | 5 | Philippines | 5 | Philippines | 2 |
| Philippines | 3 | Philippines | 4 | Brazil | 3 | Brazil | 2 |
| Bulgaria | 2 | Brazil | 3 | Belgium | 2 | Spain | 1 |
| Netherlands | 2 | Belgium | 2 | Spain | 2 | Netherlands | 1 |
| Australia | 1 | China | 1 | Netherlands | 2 | Malaysia | 1 |
| Russia | 1 | Australia | 1 | Malaysia | 1 | Russia | 1 |
| | | Netherlands | 1 | Australia | 1 | | |
| | | Mexico | 1 | Mexico | 1 | | |
| | | United Kingdom | 1 | Russia | 1 | | |
| | | Hungary | 1 | Estonia | 1 | | |
| | | | | New Zealand | 1 | | |
| Total for Others | 20 | Total for Others | 20 | Total for Others | 20 | Total for Others | 8 |
| Others not listed | 3 | Others not listed | 6 | Others not listed | 6 | Others not listed | 7 |
| Grand Total | 27 | Grand Total | 32 | Grand Total | 31 | Grand Total | 17 |

Source: BPS Statistics Indonesia

| Import Trade Matrix | | | |
|---------------------|-----------|--------|---------|
| Country | Indonesia | Units: | 1000 MT |

| Commodity | Cocoa powder | | | | | | |
|-------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| Time period | Jan-Dec 1999 | Time period | Jan-Dec 2000 | Time period | Jan-Dec 2001 | Time period | Jan-May 2002 |
| Imports for: | | Imports for: | | Imports for: | | Imports for: | |
| U.S. | 0 | U.S. | 0 | U.S. | 0 | U.S. | 0 |
| Others | | Others | | Others | | Others | |
| Singapore | 1 | Singapore | 2 | Malaysia | 3 | Malaysia | 1 |
| | | Malaysia | 1 | Singapore | 1 | | |
| Total for Others | 1 | Total for Others | 3 | Total for Others | 4 | Total for Others | 1 |
| Others not listed | 1 | Others not listed | 0 | Others not listed | 1 | Others not listed | 1 |
| Grand Total | 2 | Grand Total | 3 | Grand Total | 5 | Grand Total | 2 |

Source: BPS Statistics Indonesia

5. Chocolate

| Export Trade Matrix | | | | | | | |
|---------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| Country | Indonesia | | | Units: | 1000 MT | | |
| Commodity | Chocolate | | | | | | |
| Time period | Jan-Dec 1999 | Time period | Jan-Dec 2000 | Time period | Jan-Dec 2001 | Time period | Jan-May 2002 |
| Exports for: | | Exports for: | | Exports for: | | Exports for: | |
| U.S. | 2 | U.S. | 2 | U.S. | 2 | U.S. | 0 |
| Others | | Others | | Others | | Others | |
| Netherlands | 1 | France | 1 | Netherlands | 2 | France | 1 |
| China | 1 | Netherlands | 1 | France | 1 | | |
| France | 1 | Malaysia | 1 | | | | |
| Philippines | 1 | | | | | | |
| | | | | | | | |
| Total for Others | 4 | Total for Others | 3 | Total for Others | 3 | Total for Others | 1 |
| Others not listed | 1 | Others not listed | 1 | Others not listed | 2 | Others not listed | 2 |
| Grand Total | 7 | Grand Total | 6 | Grand Total | 7 | Grand Total | 3 |

Source: BPS Statistics Indonesia

Note: Jan-Dec 1999 imports only 288 MT, for Jan-Dec 2000 is 837 MT, for Jan-Dec 2001 is 1017 MT and for Jan-May 2002 is 356 MT

C. Indonesian Cocoa Bean Exports Vs. Total Indonesian Exports of Agricultural

Products (1,000 MT/\$ Million)

| | Export Volume | | | Export Value | | |
|-------|---------------|----------|------|--------------|----------|------|
| Year | Cocoa | Agric. | % | Cocoa | Agric. | % |
| | Beans | Products | | Beans | Products | |
| 1998 | 278.5 | 3,232.2 | 8.6 | 382.6 | 3,653.3 | 10.5 |
| 1999 | 335.2 | 2,310.6 | 14.5 | 296.7 | 2,901.4 | 10.2 |
| 2000 | 336.7 | 1,982.1 | 17.0 | 235.7 | 2,709.1 | 8.7 |
| 2001 | 307.4 | 2,162.4 | 14.2 | 276.6 | 2,438.5 | 11.3 |
| 2002* | 81.9 | 539.4 | 15.2 | 97.2 | 734.2 | 13.2 |

Source: BPS Statistics Indonesia. Economic Indicator, July 2002

Note: Calendar Year basis

*) January-April only

D. Indonesia's Exports and Imports of Cocoa Beans and Products
(Marketing Year: October-September) in Metric Tons of Bean Equivalent

| Year | Exports | | | Imports | | |
|----------|---------|----------|---------|---------|----------|--------|
| | Beans | Products | Total | Beans | Products | Total |
| 1998/99 | 319280 | 78943 | 398,223 | 6174 | 2391 | 8,565 |
| 1999/00 | 338,830 | 99,135 | 437,965 | 12,544 | 4,133 | 16,677 |
| 2000/01 | 326,463 | 93,021 | 419,484 | 24,641 | 8,722 | 33,363 |
| 2001/02* | 211,335 | 63,794 | 275,129 | 13,434 | 3,986 | 17,420 |

Source: BPS Statistics Indonesia. Processed by FAS/Jakarta

Note: *) October 2001 - May 2002

E. Exchange Rate (Rupiah/US\$ on a Period Ending Basis)

| | 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 | 9,655 | 9,316 | 8,785 | 8,730 | 9,108 | 8,867 | 9,015 | 9,215 | | |
| Source: Central Statistics Agency (BPS-Badan Pusat Statistik) and Business Indonesia Daily Newspaper. | | | | | | | | | | | | |
| Note: - March 2002 exchange rate is quoted for March 28, 2002 | | | | | | | | | | | | |
| - June 2002 exchange rate is quoted for June 28, 2002 | | | | | | | | | | | | |
| - October 2002 exchange rate is quoted for October 18, 2002 | | | | | | | | | | | | |
| - BPS data available up to Feb 2002 | | | | | | | | | | | | |

f:\gain\docs\hnp\cocrep\cocoa02.wpd