



PRESS RELEASE

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Trade Minister: The Sea is Indonesia's Future

Jakarta, 1 November 2014 – The first measures taken by the new Indonesian Minister of Trade, Rachmat Gobel, is marked by the successful achievement of a buying mission for frozen shrimps to the United States (US) worth IDR 60 billion. Today, Saturday (1/11) at Hotel Mulia in Senayan, Jakarta, Central Seaway Company Inc (CenSea), a US company, signed a Memorandum of Understanding (MoU) with PT. Indokom Samudra Perkasa. The MoU was signed due to the collaborative effort of the Ministry of Trade and the United State's Team comprising the Trade Attaché in Washington DC, the Indonesia Trade Promotion Center (ITPC) of Chicago and the ITPC of Los Angeles.

After witnessing the signing, Trade Minister Rachmat said that the sea is the future of Indonesian civilization. *"The potential of maritime Indonesia is immense. The oceans, the seas, the straits, and the bays are the future of our civilization. This can be seen value of Indonesia's frozen shrimp exports which continue to increase in the past five years with a trend of 14.26%,"* Rachmat asserted.

The buying mission program is facilitated by the Ministry of Trade and is an effective business platform. *"This year, the Ministry of Trade has facilitated 14 buying missions resulting in various cooperation worth a total of USD 48.92 million (IDR 587.09 billion). This buying mission program has become an effective platform for Indonesian exporters and producers to develop their business as well as to emphasize Indonesia as a main supplier country in the global market,"* he explained.

A 65.09% Increase

The US is the main export destination country for Indonesian frozen shrimp followed by Japan, Vietnam, the UK, and Canada. Exports of Indonesian frozen shrimp in 2013 were recorded at USD 663.5 million.

In the span of the past five years, exports of Indonesian frozen fish to the US experienced a positive trend of 25.93% while in the period of January-July 2014; the export value for Indonesian frozen shrimp to the US was USD 518.3 million. This value is an increase of 65.09% over the same period of the previous year during which it only reached USD 313.9 million.

In 2013, the export total for frozen shrimp reached USD 1.2 billion. In the period of 2009-2013, exports of frozen shrimp was a positive trend of 14.26%. In the period of January-July 2014, the export value of frozen shrimps reached 841.9 million, an increase of 34.77% compared to the same period of the previous year.

Rachmat ensured that this buying mission program could help buyers and potential buyers gain recommendations on the right companies as added reference. *“Through this program, there will be a lot more exporters that will be helped,”* Rachmat added.

PT. Indokom Samudera Perkasa once took home the Primaniyarta Award for the High Performance Exporter Category in 2012. This company is in the field of frozen seafood production such as frozen squid, sea fish, and shrimp as its main products.

Meanwhile, CenSea, which has partnered with companies in Indonesia for 33 years, imports about 8%-10% of their shrimp products from Indonesia. This importer that’s based in Illinois, the United States, gets a majority of their seafood products from Lampung, Jakarta, Surabaya, Kalimantan and Banyuwangi. This Importer that was established half a century ago also cooperates with Small and Medium Enterprises that are consistent and are trustworthy. CenSea also continuous to look for new business partners, particularly Indonesian companies that export squid and red snappers to the US to significantly add to their trade capacity with Indonesia in the future.

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