

# Study on Business Potential and Major Players of OLEOCHEMICAL Industry in Indonesia, 2016 - 2020

In the last six years (2010 – 2015) Indonesian chemical industry had shown its positive performance and owned a bright prospect in world markets. In this period, most of oleochemical production was directed to export markets, increasing with average growth rate of 27.4% for export volume and 20.0% for export value. The prosperous period of Indonesian oleochemical industry occurred in 2014 with total export of 3.64 million tons valued US\$ 3.10 billion. Although the export demand declined in 2015 due to weakening global economy, it is predicted that oleochemical export will increase again. Moreover, Indonesia under the leadership of President Joko Widodo has hold Malaysia to develop oleochemical industry more seriously.

Based on a research output of CDMI that the greatest contribution of oleochemical export volume in the last six years was from fatty acid type with average contribution of 65.7% per annum, followed by fatty alcohol of 17.7% per annum and glycerol of 16.7% per annum. Similarly, the greatest contribution of oleochemical export value came from fatty acid type with average contribution of 61.7% per annum, followed by fatty alcohol of 29.9% per annum and glycerol of 8.4% per annum. Five largest export destination countries were China, Netherlands, Singapore, Malaysia and India. In 2015, oleochemical export directed to these five countries had contribution of 67%. Other five countries whose export demand kept on increasing included South Korea, USA, Spain, Turkey and Japan.

Viewing the increasing demand for oleochemical in either domestic and international markets, oleochemical producers keep on raising their production capacity by constructing new plants such as Permata Hijau Group and The Vegetable Foods Company Private Limited, Sinar Mas Group, Unilever Oleochemical Indonesia and many others. Companies which keep on raising their production are PT. Cisadane Raya (Tangerang), PT. Sumi Asih (Tangerang), PT. Wilmar Nabati Indonesia (Gresik), PT. Musim Mas (Medan), PT. Soci Mas (Medan), PT. Nubika Jaya (Rantau Prapat), PT. Domba Mas (Kuala Tanjung, Sumut), PT. Ecogreen Oleochemical (Medan dan Batam), PT. VVF Indonesia (Medan) and others.

CDMI as a leading consultant company in Indonesia is attracted in performing a deeper research for three months on this industry and finally succeeded in publishing a book with a title of "Study on OLEOCHEMICAL Industry in Indonesia, 2016 – 2020". This book can be directly ordered in our Marketing Division with Mrs. Tina by phones (021) 3193 0108, 3193 0109, 3193 0070 or Fax (021) 3193 0102 or e-mail: marketing@cdmione.com at a price of US\$ 650 for Indonesian Edition and US\$ 700 for English Edition.

Having submitted this offer, we thank you for your cooperation and look forward to hearing your response promptly.

Cordially yours,  
**P.T. CDMI**

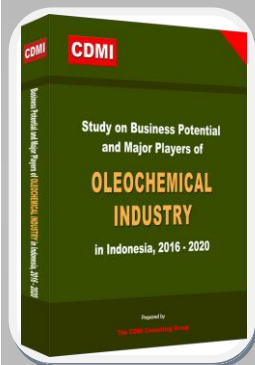
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