Sourcing from Indonesia
A country guide for volume buyers

Jakarta

www.developingcountrysourcing.com
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Executive summary

The Hinrich Foundation Export Trade Assistance program presents Sourcing from Indonesia, a guide to assist buyers new to importing from the country.

From searching for suppliers to having products shipped, buyers looking to diversify their sourcing with the Indonesia can find step by step support in this text.

Getting oriented highlights international airports, central business districts and common office hours in the Indonesia for readers.

The key export statistics section provides the latest information on Indonesia’s economic world standing and labor force. It also details the country’s major finished export goods and key trading partners.

In the manufacturing centers section, readers can learn about the major production centers of Indonesia as well as its sources for raw materials. The section also describes the location of Free Trade Zones and Special Economic Zones.

In banking & finance, buyers can discover local banking options. The section also offers information on availability of loans.

Paying for your purchase illustrates the payment options available in the Indonesia, arranged by both buyer and supplier preference.

The export documentation section guides readers through the export process and the key document requirements necessary for the procedure.

Settling trade disputes provides readers advice on avoiding disputes with suppliers. It also gives methods and resources for addressing disputes if they should occur.
Key export statistics

Indonesia is Southeast Asia's largest economy ranked 10th in the world and averaging over 5 percent growth over the last decade.

It has a strategic location, as 60 percent of global growth is expected to come from Asia by 2025. The country is part of the Association of South East Asian Nations (ASEAN), which is in the process of forming a free trade zone. It is also strategically placed to do business with China, Japan and Australia.

Indonesia has the largest economy in Southeast Asia with nearly half of the region’s gross domestic product (GDP). It is the only G20 member from Southeast Asia, and is predicted to be in the top 10 largest economies in the world by 2030.

Overall, Indonesia was 30th in globe export in the world at $152.5 billion in 2015, which was a decrease from $175.3 billion in the previous year, according to The World Factbook.

The industrial sector has contributed the most to Indonesia’s annual GDP growth with mining and manufacturing as major pillars of the nation’s economy. The economy is still able to grow decently despite the sharply falling commodity prices, falling stock market and depreciating exchange rate.

Export trade with APEC members, including Australia, South Korea, Thailand, the US, Singapore, China, Thailand, Taiwan and Malaysia, involves oil, followed by electronic equipment and clothing.

Export growth in 2015

By products, export sales went up for pearls, precious and semi-precious stones (153.8 percent), vehicles and parts (13.0 percent), materials from iron and steel (74.2 percent), ships (366.9 percent) and tin (105.7 percent).

In contrast, exports declined for mineral fuels (4.4 percent), footwear (10.8 percent); knitted goods (7.6 percent), fruits (26.1 percent) and fertilizer (74.3 percent).

Indonesia’s overseas sales from ASEAN countries increased by 15.1 percent to $2.2 billion. Other increases are sales from China (6.6 percent to $945.1 million), Japan (5.3 percent to $1.1 billion), Australia (66.7 percent to $275.4 million), South Korea (61.1 percent to $407.1 million) and Taiwan (2.7 percent to $225.5 million).

In contrast, sales declined by 4.6 percent to $1.1 billion to the EU countries, followed by the US (6.8 percent to $1.1 billion), and India (0.6 percent to $660.9 million).

Top 10 Indonesia trading partners

January - December 2015

<table>
<thead>
<tr>
<th>Trading partners</th>
<th>US$ (bn)</th>
<th>% share</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>15.3</td>
<td>11</td>
</tr>
<tr>
<td>China</td>
<td>13.3</td>
<td>10</td>
</tr>
<tr>
<td>Japan</td>
<td>13.1</td>
<td>9</td>
</tr>
<tr>
<td>India</td>
<td>11.6</td>
<td>8</td>
</tr>
<tr>
<td>Singapore</td>
<td>8.7</td>
<td>6</td>
</tr>
<tr>
<td>Malaysia</td>
<td>6.2</td>
<td>4</td>
</tr>
<tr>
<td>Korea, Republic of</td>
<td>5.4</td>
<td>4</td>
</tr>
<tr>
<td>Thailand</td>
<td>4.6</td>
<td>3</td>
</tr>
<tr>
<td>Netherlands</td>
<td>3.4</td>
<td>2</td>
</tr>
<tr>
<td>Philippines</td>
<td>3.9</td>
<td>2</td>
</tr>
<tr>
<td>Others</td>
<td>4.2</td>
<td>41</td>
</tr>
</tbody>
</table>

Source: Ministry of Trade, Republic of Indonesia

Non-oil & gas manufacturing industry reached $72.2 billion up 5.2 percent from 4.7 percent in 2015. Indonesia’s main export markets for these products are the US, Japan, China, Singapore and India.

Household consumption of private sector in Indonesia contributes by 56.8 percent to the country’s total national economic growth.

Indonesia recorded $1.14 billion trade surplus in February of 2016, up from a $660 million surplus reported a year earlier, as exports fell less than imports. In February, exports declined by 7.2 percent to $11.3 billion, following a 20.7 percent decrease in January.

Oil exports increased 0.5 percent and sales of non-oil and gas products were up by 8.7 percent. Major exports are oil and gas (12.4 percent of the total exports, consist of gas (6.9 percent), crude oil (4.3 percent) and oil products (1.2 percent); animal and vegetable fats and oils (14 percent); and electrical equipment and machinery (10.5 percent).
### Top 10 Indonesia principal exports

January - December 2015

<table>
<thead>
<tr>
<th>Product Description</th>
<th>US$ (bn)</th>
<th>% share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fats, oils and waxes</td>
<td>$18.7</td>
<td>14%</td>
</tr>
<tr>
<td>Mineral fuels and oils</td>
<td>$16.0</td>
<td>12%</td>
</tr>
<tr>
<td>Electrical equipments</td>
<td>$8.6</td>
<td>6%</td>
</tr>
<tr>
<td>Rubber and rubber articles</td>
<td>$5.9</td>
<td>4%</td>
</tr>
<tr>
<td>Pearls, precious stones and metals, and imitation jewelry</td>
<td>$5.5</td>
<td>4%</td>
</tr>
<tr>
<td>Vehicles other than trains</td>
<td>$5.4</td>
<td>4%</td>
</tr>
<tr>
<td>Machinery</td>
<td>$5.2</td>
<td>3%</td>
</tr>
<tr>
<td>Footwear</td>
<td>$4.5</td>
<td>3%</td>
</tr>
<tr>
<td>Wooden products</td>
<td>$4.0</td>
<td>3%</td>
</tr>
<tr>
<td>Miscellaneous chemical products</td>
<td>$2.7</td>
<td>2%</td>
</tr>
</tbody>
</table>

Other exports are footwear, part of such articles (3.4 percent); garments not knitted (3 percent) and ores, slag and ash (2.5 percent). Major export partners for these products are the US (11.6 percent), China (10 percent), Japan (9.9 percent), India (8.8 percent) and Singapore (7 percent).

Other exports include rubber and rubber articles; machines, engines and pumps; vehicles; gems, precious metals and coins; other chemical goods; footwear; and, wooden products.
Sourcing from Indonesia

Manufacturing centers

Being a vast archipelago with 17,000 islands, Indonesia needs to develop infrastructures for inter-island shipping services to connect to the main export and import gateway.

The largest islands are Sumatra, Java (the most populous), Bali, Kalimantan (Indonesia's part of Borneo), Sulawesi (Celebes), the Nusa Tenggara islands, the Moluccas Islands and Irian Jaya (also called West Papua) and the western part of New Guinea.

Java is the most populous and the most developed island in the Indonesian archipelago. Java is split into four provinces, namely West Java, Central Java, Banten and East Java.

It is the main hub for the manufacturing sector, ranging from Banten to East Java. However, there is a need to consider the availability of labor, proper infrastructure and ports, especially for batik, handicrafts, electronics, automotive products, garments and chemicals.

Free trade zones (FTZ)

Batam, Bintan and Karimun of Riau islands in Sumatera are free of import tariffs, VAT and luxury goods tax. These FTZs are popular as offshore production bases for Singapore manufacturers.

A “Special Economic Zone is an area within the territories of the Republic of Indonesia and is designated to carry out the economic function and is granted certain facilities and incentives,” according to the Law of Indonesia No.39/2009.

SEZ are developed by preparing areas with geo-economic and geo-strategic advantages and accommodating manufacturing activities, exporting, importing and other economic activities with high economic value and international competitiveness.

Special economic zones (SEZ)

Indonesia originally opened the first SEZ in Batam, Bintan and Karimun in the Riau Islands to take advantage of the close proximity to Singapore and Malaysia.

Incentives list for SEZ locators

Locators in SEZs are granted the following fiscal and nonfiscal incentives:

**Tax-related incentives**

- Corporate income tax holiday for 4 years to a maximum of 8 years.
- Exemption from duties and taxes on imported capital equipment, spare parts, materials and supplies.
- After the lapse of income tax holiday, a 5 percent special tax on gross income and exemption from all national and local taxes.
- Tax- and duty-free importation of raw materials, capital equipment, machinery and spare parts.
- Exemption from wharfage dues, export tax, impost or fees.
- VAT zero rating of local purchases.
- Exemption from any and all local taxes, impost, licenses and fees.
- Exemption from expanded withholding tax.
- Tax credit for import substitution of raw materials used in producing nontraditional exports.
- Additional deduction for training expenses.
- Tax credit on domestic capital equipment.
- Tax- and duty-free importation of breeding stocks and genetic materials.
- Tax credit on domestic breeding stock and genetic materials.

**Other special incentives**

- Additional deduction for labor expense.
- Unrestricted use of consigned equipment.
- Employment of foreign nationals.
- Permanent residence status for foreign investors and immediate members of the family.
- Simplified import-export procedures.
Sourcing from Indonesia

Major production centers

Legend
- Finished products
- Raw materials
- FTZ

Central Java
- Batik textiles, Furniture

East Java
- Children’s wear, Embroidery, Garments

Jakarta
- Children’s wear, Footwear, Garments, Wood products

North Jakarta
- Garments

Bali
- Casual wear, Swimwear, Beachwear, Tie dye sarongs, Fashion accessories, Handicrafts

Kalimantan
- Wood products
- Rattan, Teak

Sumatra
- Furniture
- Wood, Rattan
- Batam
Banking & finance

There are numerous foreign and local banks in Indonesia offering a full range of banking services throughout big cities such as Jakarta, Bandung, Yogyakarta, Surabaya and Medan. Their individual business products and services include saving accounts, electronic banking, credit cards, bank assurance, investment products, consumer credit products, remittance, collection and safe deposit facilities. For trade related products and services, there are savings accounts, working capital loans, investment loans and bank guarantees for small and medium enterprises and corporate customers.

Rupiah and foreign currencies, mostly U.S. dollar, are used for savings and checking accounts, term deposits, credit and debit card accounts and foreign exchange services. Safe deposit boxes are also available at some banks.

There are more than 118 commercial banks in Indonesia, consisting of state owned banks and private banks. It is important to select the right one to meet whichever suitable with the financial needs.

Central Bank
BI (Bank Indonesia) is the central bank of the Republic of Indonesia. It aims to establish and maintain rupiah stability.

State-owned banks (Bank BUMN):
- Bank Negara Indonesia
- Bank Rakyat Indonesia
- PT Bank Tabungan Negara (Persero)
- Bank Mandiri

Syariah banks
These banks operate in compliance with Sharia Law, as it is contrary to Islamic principles to invest in businesses that provide goods or services. It also prohibits acceptance of specific interest or fees, which is known as ribaa or usury, for money loans.

Foreign banks
There are various international banks in Indonesia. Branches can generally be found in the larger metropolitan areas.
- The Royal Bank of Scotland (RBS Indonesia)
- Bank of America N.A.
- Bank of China Limited
- Citibank N.A. (Citibank Indonesia)
- Deutsche Bank AG
- JP. Morgan Chase Bank
- HSBC Indonesia

Foreign banks and most local banks allow customers to open a foreign currency and rupiah account. Services such as debit, credit cards and checking accounts are standard, while foreign exchange services and safety deposit boxes are available in larger banks.

Banking institutions
Indonesian banking institutions are classified into commercial and rural banks, according to Indonesian banking law. In terms of operational definition, banks in Indonesia are classified into non-Sharia and Sharia-based principles commercial banks.

Banks must run business based on prudential principles. The functions of banks in Indonesia are basically as financial intermediaries that take deposits from surplus units and channel financing to deficit units. Commercial banks differ from rural banks in the sense that the latter do not deal directly in payment systems and have restricted operational areas.
### Payment methods

The common methods of payment in Indonesia are prepayment in cash, letter of credit, documentary drafts for collection, open account and consignment sales.

<table>
<thead>
<tr>
<th><strong>Importer (Buyer)</strong></th>
<th><strong>Exporter (Seller)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Cash in advance</strong></td>
<td><strong>1. Open account (O/A)</strong></td>
</tr>
<tr>
<td>Buyer transfers payment to the seller upon contract award against commercial invoice before goods are shipped/services are commenced.</td>
<td>Seller ships the goods/executes services and submits commercial invoice and other documentation to the buyer for payment (net 30/60/90 days). Electronic Wire Transfer (Swift)/foreign checks/cash/Banker’s Draft.</td>
</tr>
<tr>
<td><strong>2. Letter of credit (L/C)</strong></td>
<td><strong>2. Cash against documents (CAD)</strong></td>
</tr>
<tr>
<td>Under an irrevocable L/C, the seller receives an irrevocable guarantee from a bank to be paid against compliant documents. Confirmed by a U.S. bank, protected against economic, commercial and political risk.</td>
<td>Transport or commercial documents are forwarded by seller’s bank to buyer’s bank for payment.</td>
</tr>
<tr>
<td>Buyer necessitates understanding of UCP 500, documentary requirements, different types of L/Cs (transferable, revolving, standby).</td>
<td><strong>3. Documentary collection (D/P, D/A)</strong></td>
</tr>
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<tr>
<td>Transport or commercial documents, including document of title and a Draft/Bill of Exchange (B/E) are forwarded by the seller’s bank to the buyer’s bank for payment/acceptance.</td>
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<td>Buyer transfers payment to the seller upon contract award against commercial invoice before goods are shipped/services are commenced.</td>
<td></td>
</tr>
</tbody>
</table>

*Source: University of the Pacific*
Export documentation

There are certain procedures that must be followed when exporting from Indonesia. Export documentation is required and goods must pass customs clearance that checks the volume of goods and specifications, quality, quantity and standards according to the Indonesian custom. Prohibitions, export clearance, taxes and licensing regulations from Indonesia should also be considered carefully.

Export procedure
Export is an activity of shipping goods from the Indonesian custom area to the custom area of other countries. Usually, export process starts from an offer of a party followed by the agreement from another party in a sales contract process, which in this case, are the Exporter and Importer. Payment process for the shipping uses Letter of Credit (L/C) or non L/C; each method has its risk and advantage.

Customs procedures for export in Indonesia

Restrictions
There are some restrictions to follow in exporting from Indonesia to other countries. For some goods such as untreated animal skins and tanned leather, export taxes are implied. It is prohibited to export untreated reptile skins, protected wild animals and plants.

Export clearance and taxes
Exporters are exempted from import duties, VAT and tax on luxury products for materials and intermediate products used in manufacturing goods destined for abroad.

The export tax must be paid before delivery to the carriers. These are applied for exported goods which are taxable goods. The export tax is valid for a certain period of time by taking into account the consideration from Technical Ministers and other related associations. The government imposes duties on exports of untreated skins and on white tanned leather.

Export licenses
Goods controlled for export must be declared to customs at time of export with the appropriate export license and or agency approval, such as:

- Natural goods that are part of Indonesia and are protected by law, such as: raw woods, raw rattan, and natural resources that are unique to Indonesia and valuable to the local cottage industry;
- Cultural goods;
- Hides and raw leather from reptiles;
- Rubber lumps; and,
- Rubber in all forms harvested from local forest system.

Here are some required documents to export from Indonesia:

- **Commercial invoice**
  Valid commercial invoice needs to be presented to customs when exporting from Indonesia. It should include detailed information, such as clear name and address of the sender; place of date of shipment; recipients' name and address; number and kind of packages; and, content and weight of each package.

- **Packing list**
  Packing list should be used to help shipments in the custom clearance process, especially those containing several commodities and multipiece shipments.

- **Certificate of Origin**
  In most cases when trade preference is not being requested, a General Certificate of Origin is used.

- **Bill of lading/Airway bill**
  Bill of lading is issued by a carrier that details a shipment of merchandise and provides title of that shipment to a specified party. The information should correspond with that appearing on the invoices and packages.
Settling trade disputes

In Indonesia, trade disputes are common and arise from causes including delays in shipment, inferior quality of goods, price increases or issues related to contracts. Even when both parties involved have acted carefully and in good faith, problems can still emerge. However, they can be minimized or avoided with extra care. Court cases should be avoided at all costs.

**Dispute avoidance**

There are some ways to avoid trade disputes: buyers and suppliers should maintain clear communication, establish clear contract terms, ensure payment based on the agreement and conduct a thorough risk analysis.

**Resolve legal disputes**

One of the most common problems that faced by all exporters is when a foreign partner or buyer is not adhering to an established agreement. Methods of resolving disputes that may arise are generally known as Alternative Dispute Resolution (ADR), offering neutral mechanisms for resolving disputes that may arise and can include arbitration, conciliation and mediation. Contractual disputes are usually resolved through arbitration or litigation, either in Indonesia or a foreign jurisdiction.

**Indonesian arbitration**

The Indonesian National Board of Arbitration (BANI) was established in 1977 and has its own rules and procedures. It is the principal domestic arbitration institution. If parties submit a dispute to BANI they are obliged to use BANI registered arbitrators.

**Conciliation or mediation**

Conciliation, also known as mediation, is a process in which disputing parties appoint a neutral third party to assist them in resolving their disputes. In Indonesia, this process is preferred to settle disputes. Unlike a judge or an arbitrator, the mediator does not have the power to make the parties to accept a recommended solution. The goal of mediation is a voluntary negotiated settlement.

**Indonesian litigation**

Litigation usually involves numerous formal hearings and parties, can be costly and time-consuming. It may delay a case by simply failing to attend such hearings. With Indonesian judges not formally bound by previous judgments, outcomes can be unpredictable. The risk of external influences also complicates this uncertainty.

A claim in the local District Court, followed by an appeal to the High Court and then a final decision by the Supreme Court may take over five years.

**Foreign litigation**

Indonesian law does not recognize or facilitate the enforcement of foreign judgments. The foreign judgment may be introduced as evidence in the new proceedings, but the Indonesian courts are not bound by the decision of the foreign court.

Foreign litigation is usually only effective against assets outside Indonesia.

**Tips to avoid trade disputes**

- Get the exact address of your prospective supplier. A P.O. Box number is not sufficient.
- Know the official company registration to track down records if the needs arise.
- Do business with a reputable and financially stable supplier and beware of start-ups.
- Check supplier’s background thoroughly.
- Pay only by an irrevocable “sight” L/C not by telegraphic transfer.
- Hire a pre-shipment testing/inspection company, with the L/C payable against the Certificate of Inspection issued by the inspection company.
Protection of intellectual property rights, trademarks and patents

Intellectual property rights
Intellectual property helps protect innovations from competitors. IP assets can also be an important source of cash-flow for SMEs through licensing deals or selling IP, as well as a significant pull-factor when attracting investors.

Trade marks
Trade mark system in Indonesia is generally adopting the ‘first-to-file’ system. It is important to register trade marks in Indonesia because trademark piracy due to bad-faith registration is a serious problem. This registration exists where a third party, which is not the legitimate owner of the mark, registers the mark first in Indonesia, to prevent the legitimate owner from registering it.

The solution is to apply to the Indonesia courts to cancel the unauthorized registration. Once registered, a trade mark is protected in Indonesia for 10 years from the date of filing. The registration can be renewed for subsequent periods of 10 years without limit.

Patent
Indonesia adopts a ‘first-to-file’ patent system, meaning that the first person to file an IP right in the Indonesian jurisdiction will own that right once the application is granted. A standard patent is granted for 20 years from the filing date. A simple patent lasts for 10 years from the filing date.

Annual payments must be made after grant to keep the patent valid.

Copyright
Copyright arises automatically after a work is created in a material form such as in writing, video and audio, among others. It is not required to be registered in order to have it protected, however, many small businesses operating in Indonesia choose to register copyright as proof of ownership. It usually takes about 12 months for the registration certificate to be issued.
Product gallery


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**Men’s suede boots**

The model #6403 from CV Karunia Multiniaga is a pair of suede boots with lace. Marketed under the Zorgeo brand, it has a dark brown upper and white soles. The company exports most of its products to Asia.

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**Stingray leather bangle**

This brightly colored bangle is from Jabruz Fashion. The exterior comes in stingray leather and the inner surface is made of cow leather. Custom designs are accepted. Jabruz Fashion's main export market is Asia.

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**Basket made of Indonesian rattan**

Agung Jaya Rattan offers model 1-#0793, a storage basket made of top-quality Indonesian rattan. Exported mainly to Europe, the product is available in its natural color or can be painted on request.

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**Handcrafted silver earrings**

The model #8473 from Bimbika Silver Jewellries & Accessories is a pair of sterling silver dangle earrings. It features intricate floral patterns handcarved by experienced artisans from Bali, Indonesia. Bimbika exports the majority of its products to North America and Asia.
Product gallery

**Leather book case**
CV Maskot Skin offers model #3987, a range of leather book cases made of genuine cow leather. Available color in black, red, yellow, blue, the product is exported mostly to North America and Asia.

**Envelope-style clutch bag**
Bali-based Hana Saku's stylish clutch bag comes in combined materials of leather and canvas. The envelope-style product features metallic studs for a modern look and feel. It comes in green and brown and measures 17x25cm.

**Full grain leather messenger bag**
Javatic Leather Bag offers a classic Genio model messenger bag made of full grain leather from quality Central Java cowhide. The Genio has a fold-over flap with adjustable fastening buckles and shoulder strap allowing multiple carrying lengths. Accommodating of tablets and netbooks, its interior also comes equipped with a phone holder and zippered pocket.

The messenger bag is offered in dark brown, cognac and camel colors, with dimensions of 31x25x5cm.

**Men's black leather motorcycle jacket**
PT Panca Media of Garut, Indonesia offers the Jayuwan Jayuwan Jaket Motor Special motorcycle jacket. Crafted from soft sheep leather, the jacket provides comfort in all weather conditions. Its mandarin collar, chest zipper pockets, padded shoulders and tailored fit give it a striking silhouette aligned with current trends. The jacket comes in sizes L to XXXL. Its sizes, colors, material and design are customizable.
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