Cocoa Powder

What's Inside

Indonesia has become one of the major exporters for cocoa and its derivative products. With huge volume of cocoa production and growing cocoa industry, Indonesia is getting ready to fulfill the demands of quality cocoa and its processed products in the global market.
Dear Valued Readers,

Chocolate and other chocolate-based food have become more and more popular. There are countries which are famous for their delicious chocolate, especially those in Europe and America. Not only delicious, chocolate is also known for its good, healthy properties making its consumption is on the rise.

These kind of food require ingredients from cocoa, such as cocoa butter and cocoa powder. Cocoa lives most fertile in tropical region such as Indonesia, which is known as a world’s major producer after Ghana and Ivory Coast.

Currently cocoa processing industry in Indonesia has grown, thanks to the support given by the government through downstreaming policy and quality standard for cocoa. The government expects the supply of processed cocoa products will increase and Indonesia can meet the demands in both domestic and international markets with guaranteed quality.

The November edition of Export News discusses Indonesian cocoa powder, from its export development to other relevant information, which is needed by the readers before deciding to buy the product. As usual, we also include a list of exporters so that interested buyers can contact them directly for a beneficial trade relations.

Thank You
Cocoa is one of Indonesia's leading exports and has a role in the country's economy as one of foreign exchange contributors in the plantation sector. In 2009, the Indonesian government launched a national program to increase the quality and production cocoa, locally known by its acronym Gernas Pro Kakao. The program focuses on revitalization, rehabilitation and intensification of cocoa production.
Cocoa plantations especially in production centers such as Sulawesi, North Sumatra, West Sumatra and East Java.

As of 2013, there were 1.6 million hectares of cocoa plantation in Indonesia. There are area increases in some production centers while some others losing area. The government hopes that cocoa production will increase through Gernas Pro Kakao. The Indonesian cocoa Farmers Association (APKAI) estimates that Indonesian cocoa production this year increases by 10% to 20% when compared to last year’s figure.

The efforts to increase Indonesian cocoa production is conducted mainly to meet domestic demands for industrial cocoa beans. In previous years, Indonesian cocoa export was dominated by cocoa beans so the added value was very minimum. On the other hand, Indonesian cocoa-processing industry was forced to conduct imports to meet its needs. However, things have changed in the past three years. The export of cocoa beans have decreased after the government imposed export tax for cocoa beans. As a result, the cocoa-producing industry is growing and absorbing more cocoa beans. With abundant supply of cocoa beans, the domestic cocoa-processing industry can fully utilize its capacity in turn increasing the export of processed cocoa products, including cocoa powder.

Other than the program and policy, the Indonesian agriculture ministry will also apply the Indonesian National Standard (SNI) to guarantee the quality of Indonesian cocoa beans. In the past, most of Indonesian cocoa beans were not fermented so the chocolate arome did not come out from the beans. On the other hand, cocoa-processing industry needs fermented cocoa bean as its raw material. The SNI was issued on May 21, 2014 and will be effective in 2016. By applying the SNI, the quality of cocoa derivative products from Indonesia will be greatly improved.
Cocoa powder is a derivative product from Cocoa bean which is produced together with cocoa butter when cocoa liquor is being pressed. There are plenty of products which use cocoa butter such as pastry, dairy products, confectionary and other food types. Cocoa butter and cocoa powder have close relations both in production and pricing which are indirectly related.

In the past five years, there has been no special pattern for prices of cocoa butter and cocoa powder, however, most industry consider both products as substitutes. Recently the price of cocoa butter has been increasing which affects increasing production cost for Cocoa-processing industry. On the other hand, the price of Cocoa powder in Europe has decreased by 30% since Jan. 1, 2014 down to €1,183 or US$1,618 per ton on June 27, 2014. Such conditions have led a number of large processor to shift to use Cocoa powder as raw material replacing cocoa butter. This phenomenon usually takes place in Asia and Eastern Europe while in a number of developed countries, it is not the case. Customers in developed countries have less preference on chocolate products laced with Cocoa powder.

The Cocoa Association of Asia said that Cocoa-processing industry in Asia suffered decreasing production in the third quarter of 2014. The International Cocoa and Coffee Organization (ICCO) said the slump was due to decreasing joint Cocoa ratio (the price of cocoa butter and cocoa powder when compared to Cocoa beans) which led to decreasing profits for Cocoa-processing industry. However, it does not mean that there was low demand for Cocoa powder in Asia because there are plenty of Cocoa powder types and industries. Indonesia, as one of the world’s largest producers of Cocoa and its processed products, has earned the trust from large Cocoa companies, such as Cargill. Banking on increasing demand for cocoa powder in Asia, Cargill is currently building a factory in Indonesia. Having a factory in Indonesia, Cargill can guarantee a supply of cocoa powder so as to meet its customers’ demands. Cargill is also developing its own factory in the Netherlands.

Other company which has also built a chocolate factory in Indonesia is Barry Callebaut AG (BARN), one of the largest player in Cocoa processing industry. This year, the company built a factory with a capacity of 30,000 metric tons.
Based on the Harmonized System (HS) code, there are two types of cocoa powder: Cocoa powder, not containing added sugar or other sweetening matter (HS 180500) and Cocoa powder, containing added sugar or other sweetening matter (HS 180610). Although Indonesia’s Cocoa export is dominated by Cocoa beans, Indonesia also exports processed Cocoa products, including cocoa powder.

Indonesia ranks the world’s No.8 in cocoa powder export with a market share of 3.62%, as shown by the table of cocoa powder exporters below. In the period of 2009-2013, Indonesia enjoyed a 25.35% increase in export, from US$45.35 million in 2009 to US$110.83 million in 2013.

Between the two types of cocoa powder, Indonesia exported more of cocoa powder under the HS 180500 which does not contain added sugar or other sweetening matter. The export was US$45.21 million in 2009 and jumped to US$110.45 million in 2013 for some 99.69% of Indonesia’s export of cocoa powder. In the first eight months of 2014, the export was US$69.22 million, or 99.71% of cocoa powder export. Meanwhile, the export of cocoa powder under HS 180610, which contains added sugar or other sweetening matter, constituted only 0.29%, or US$202,000, from Indonesian export of cocoa powder which reaches 86 tons. The details can be seen on the table below:
Indonesian cocoa powder has been exported to many countries in the world, such as those in Asia, Europe, Africa, America and Australia. Germany was the top destination in the eight-month period ending August 2014 with US$10.78 million for a share of 15.53%, representing a 96.83% increase from the same period in the previous year. In the second place was the Philippines with a market share of 13.29% and followed by China (13.07%), Thailand (10.15%), Malaysia (7.66%), South Africa (5.56%), Australia (5.53%), India (5.39%), Russia (3.42%) and the Netherlands (3.22%). The Top 3 destination countries with the largest increase were Russia with an increase of 64.52% and followed by South Africa (44.11%) and the Phillipines (30.32%). On the other hand, the world’s import value of cocoa powder is also increasing in the past five years from US$1.76 billion in 2009 to US$3.19 billion in 2013, with a trend of 15.31% in the period of 2009-2013. The United States imported cocoa powder the most with US$431.78 million, or 13.52% of the world’s total import of cocoa powder. In the five-year period, the United States’ import of cocoa powder had a trend of 9.05%.

Other major importing countries were Germany with US$239.01 million for a market share of 7.48% and followed by France with US$234.67% (7.35%), the Netherlands with US$177.54 million (5.56%), China with US$111.22 million (3.48%), Italy with US$107.80 million (3.38%), Russia with US$106.70 million (3.34%), Japan with US$90.75 (2.84%), Belgium with US$85.29 million (2.68%) and Canada with US$84.45 million (2.64%). The following diagram shows the market share of countries importing cocoa powder:

Cocoa powder, not containing added sugar or other sweetening matter (HS 180500) has the highest import value in the world. Last year, the import value reach US$2.73 billion or about 85.37% of total import value for cocoa powder in the world. For the last five years, the import value for this kind of cocoa powder increases for about 17.02% per annum. The second kind of cocoa powder is cocoa powder, containing added sugar or other sweetening matter (HS 180610). The import value for this cocoa powder in 2013 is US$ 467.06 million or about 14.63% of total import value for cocoa powder in the world. The trend of import value for this cocoa powder in 2009-2013 is similar with the first one, it increases for about 7.20% per annum.
 Listed of Exporters

**Delphia Primajaya, PT**
Jl. Raya Jemursari No. 97 Kel. Wonosari, Kec. Wonocolo, East Java 60237, Indonesia
Phone: (62-31) 8439567, 5323984, 8472753
Fax: (62-31) 8435395
Email: export@delphiaprimajaya.com, info@delphiaprimajaya.com
Website: www.delphiaprimajaya.com
Products: Cocoa Beans, Whole Or Broken, Raw Or Roasted, Cocoa Powder, Not Containing Added Sugar/Other Sweetening Matter, Cocoa Shells, Husks, Skins, And Other Cocoa Waste, Conco...n/Damar, Rosin & Resin Acids

**Effem Indonesia, PT**
Jl. Kima X Kav A 6 Kawasan Industri Makassar, Daya, South Sulawesi 92041 Indonesia
Phone: (62-411) 515702, 515703, 515773, 511654, 512060
Fax: (62-411) 515704
Email: effem@indosat.net.id, jbs.indonesia@mss.effem.com
Website: www.symbioscience.com
Products: Cocoa Beans, Whole Or Broken, Raw Or Roasted, Cocoa Butter, Fat And Oil., Cocoa Paste Wholly/Partly Defatted, Cocoa Paste, Whether Or Not Defatted, Cocoa Powder, Containing Added Sugar/Other Sweetening Matter, Cocoa Powder, Not Containing Added Sugar/Other Sweetening Matter, Coffee, Other Chocolate In Blocks, Slabs/Bars Filled

**Poleko Cocoa Industri Indonesia, PT**
Jl. Kapasa Raya No. 2
South Sulawesi 92041, Indonesia
Phone: (62-411) 511221, 511223
Fax: (62-411) 511223
Email: office@fre yabadi.com
Website: http://www.fre yabadi.com
Products: Cocoa Powder, Containing Added Sugar/Other Sweetening Matter

**Freyabadi Indotama, PT**
Jl. Maligi III Lot J 2A, KIIC Industrial Estate, West Java 41316, Indonesia
Phone: (62-21) 81901935, 89108284, 89109136
Fax: (62-21) 89109137
Email: office@freyabadi.com
Website: http://www.freyabadi.com
Products: Cocoa Powder, Containing Added Sugar/Other Sweetening Matter

**Danora Agro Prima, PT**
Gading Mediterania Residence Tower C, Selatan Lt. 2-36 HI, Jl. Boulevard Buitik Gading Raya, Jakarta 14240 Indonesia
Phone: (62-21) 30042657, 30042658
Fax: (62-21) 30042659
Email: danoraagropriampt@gmail.com, info@danoracoocoa.com
Website: http://www.danoracoocoa.com
Products: Cocoa Butter, Fat And Oil., Cocoa Powder, Containing Added Sugar/Other Sweetening Matter, Cocoa Powder, Not Containing Added Sugar/Other Sweetening Matter, Coffee, Other Chocolate In Blocks, Slabs/Bars Filled

**Teja Sekawan Cocoa Industries, PT**
Jl. Rungkut Industri II No 27, Kali Rungkut-Gunungaray- East Java 60292, Indonesia
Phone: (62-31) 8439118, 8439764
Fax: (62-31) 8432956
Email: sales@teja-cocoa.com, terence@teja-cocoa.com
Website: www.teja-cocoa.com
Products: Cocoa Beans, Whole Or Broken, Raw Or Roasted, Cocoa Butter, Fat And Oil., Cocoa Powder, Containing Added Sugar/Other Sweetening Matter

**Mars Symbioscience Indonesia, PT**
Jl. Kima 10 Kav A6, Daya
South Sulawesi 92041, Indonesia
Phone: (62-411) 515702
Fax: (62-411) 515704
Email: chylo97@yahoo.com, sari.nurlan@ap.effem.com, taufiq.arsyad@ap.effem.com
Products: Cocoa Beans, Whole Or Broken, Raw Or Roasted, Cocoa Butter, Fat And Oil., Cocoa Powder, Containing Added Sugar/Other Sweetening Matter

**Indesso Aroma, PT**
Jl. Tanah Abang Il No. 78
Jakarta 10150, Indonesia
Phone: (62-21) 3863974, 3863975
Fax: (62-21) 3850383, 3851864
Email: agus.setiawan@indesso.com, logita.logiman@indesso.com
Website: www.indesso.com
Products: Benzene, Benzoyl Peroxide And Benzoyl Chloride, Clove Leaf Oil, Cocoa Powder, Not Containing Added Sugar/Other Sweetening Matter, Ether-Phenols, Ether-Alcohol Phenol Sulphonated/Nitrosated Derivatives, Linseed Oil, Methanol (Methyl Alcohol), Nutmeg Oil, Other Essential Oils, Other Preparations Containing Cocoa, Patchouli Oil, Phenol (Hydroxybenzene) & Its Salts, Vetiver Oil

**Bumitangerang Mesindoatama, PT**
Jl. Dipati Unus No. 30 RT. 001/RW. 001, Cibodas Bejari, Cibodas Banten 15138, Indonesia
Phone: (62-21) 5585870 (Hunting), 55769238, 55764152
Fax: (62-21) 5585872
Email: bt@btocoa.com, sinder@btocoa.com
Website: www.btocoa.com
Products: Cocoa Butter, Fat And Oil., Cocoa Powder, Paste, Whether Or Not Defatted, Cocoa Powder, Not Containing Added Sugar/Other Sweetening Matter

**Cocoa Ventures Indonesia, PT**
Jl. P. Nusa Barung No. 1, Kawasan Industrial Medan (Jl. Medan-Belawan Km. 10.5) – North Sumatra 20242 Indonesia
Phone: (62-61) 6851265, 6851021
Fax: (62-61) 6851881
Email: sales@cocoaventures.co.id, info@cocoaventures.co.id
Website: www.cocoaventures.co.id
Products: Cocoa Butter, Fat And Oil., Cocoa Powder, Containing Added Sugar/Other Sweetening Matter, Cocoa Shells, Husks, Skins And Other Cocoa Waste

**Karya Putrakreasi Nusantara, PT**
Gedung B&B Tower Lantai 7, Jl. Putri Hijau No. 10, North Sumatra 20111 Indonesia
Phone: (62-61) 4102777, 41022501
Fax: (62-61) 4154891, 80010059
Email: ucok@wilmar-international.com
Products: Cocoa Butter, Fat And Oil., Cocoa Powder, Containing Added Sugar/Other Sweetening Matter, Cocoa Shells, Husks, Skins And Other Cocoa Waste

**Cocoa Aroma, PT**
Jl. Jend. Medan - Belawan 41316, Indonesia
Phone: (62-21) 81090135, 89108284, 89109136
Fax: (62-21) 89109137
Email: office@freyabadi.com
Website: www.fre yabadi.com
Products: Cocoa Powder, Containing Added Sugar/Other Sweetening Matter

**Cocoa Butter, Fat And Oil., Cocoa Powder, Containing Added Sugar/Other Sweetening Matter, Cocoa Shells, Husks, Skins And Other Cocoa Waste**
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<thead>
<tr>
<th>Country</th>
<th>Address</th>
<th>Website</th>
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<tr>
<td>Australia (Canberra)</td>
<td>8, Darwin Avenue, Yarralumia, Canberra, ACT 2600 Telp.: (+61-2) - 62508600, 62508654</td>
<td><a href="http://www.kbri-cberra.org.au">www.kbri-cberra.org.au</a></td>
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<tr>
<td>Belgium (Brussels)</td>
<td>Boulevard de la Woluwe 38, 1200 Brussels Telp.: (+32-2) - 7550120 Fax.: (+32-2) - 7728190 Email: <a href="mailto:atdag-bl@kemendag.go.id">atdag-bl@kemendag.go.id</a> Website: embassyofindonesia.eu</td>
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<tr>
<td>Canada (Ottawa)</td>
<td>55 Parkdale Avenue, Ottawa Ontario, K1Y 1E5 Telp.: (+1-613) - 7241100 ext. 306 Fax.: (+1-613) - 7241105, 7244959 Email: <a href="mailto:atdag-can@kemendag.go.id">atdag-can@kemendag.go.id</a> Website: <a href="http://www.indonesia-ottawa.org">www.indonesia-ottawa.org</a></td>
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<td>China (Beijing)</td>
<td>Indonesian Embassy DongzhimenwaiDajie No. 4 Chaoyang District Telp.: (+86-010) - 65324748, 3811340842 Fax.: (+86-010) - 65325368 Email: <a href="mailto:atdag-cjh@kemendag.go.id">atdag-cjh@kemendag.go.id</a> Website:</td>
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<td>Denmark (Copenhagen)</td>
<td>Oerehoejalle 1, DK 2900 Hellerup Telp.: (+45) - 39624422 ext. 215 Fax.: (+45) - 39624483 Email: <a href="mailto:atdag-drk@kemendag.go.id">atdag-drk@kemendag.go.id</a> Website:</td>
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<tr>
<td>Egypt (Cairo)</td>
<td>Embassy of the Republic of Indonesia 13 Aisha El-Taimoureya ST, Garden City Telp.: (+20-2) - 7944698 Fax.: (+20-2) - 7962495 Email: <a href="mailto:atdag-egy@kemendag.go.id">atdag-egy@kemendag.go.id</a> Website:</td>
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<tr>
<td>France (Paris)</td>
<td>47-49, rueCortambert 75116 Paris Indonesian Mission to the European Union Boulevard Telp.: (+33-1) - 450302760 ext. 418, 45044872 Fax.: (+33-1) - 45045032 Email: <a href="mailto:atdag-fra@kemendag.go.id">atdag-fra@kemendag.go.id</a> Website:</td>
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<td>Germany (Berlin)</td>
<td>c/o Embassy of the Republic of Indonesia LehtrtRstrabe 16-17 10557 Telp.: (+49-30) - 47807142 Fax.: (+49-30) - 472937142, 47802790 Email: <a href="mailto:atdag-deu@kemendag.go.id">atdag-deu@kemendag.go.id</a> Website: <a href="http://www.indonesian-embassy.de">www.indonesian-embassy.de</a></td>
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<td>India (New Delhi)</td>
<td>Embassy of the Republic of Indonesia 50-A Kaultiya Marg Chanakyapuri110021 Telp.: (+91-11) - 26114100 Fax.: (+91-11) - 26885460 Email: <a href="mailto:atdag-ind@kemendag.go.id">atdag-ind@kemendag.go.id</a> Website:</td>
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<td>Italy (Rome)</td>
<td>Indonesian Embassy Via Campania53-55 Rome 00187 Telp.: (+39-06) - 42009101 Fax.: (+39-06) - 4880280 Email: <a href="mailto:atdag-ita@kemendag.go.id">atdag-ita@kemendag.go.id</a> Website:</td>
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<td>Japan (Tokyo)</td>
<td>Indonesian Embassy 2-5-9, Higashi Gotanda Shinagawa-ku Tokyo 141-0002 Telp.: (+81-3) - 34414201 ext. 321 Fax.: (+81-3) - 34471697 Email: <a href="mailto:atdag-jpn@kemendag.go.id">atdag-jpn@kemendag.go.id</a> Website: <a href="http://www.shoumubu.kbri.jp">www.shoumubu.kbri.jp</a></td>
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<td>Malaysia (Kuala Lumpur)</td>
<td>Indonesian Embassy No. 233 Jalan Tun Razak Malaysia 50400 Telp.: (+60-3) - 21164000, 21164067 Fax.: (+60-3) - 21167908, 21448407 Email: <a href="mailto:atdag-mys@kemendag.go.id">atdag-mys@kemendag.go.id</a> Website: <a href="http://www.kbrikualalumpur.org">www.kbrikualalumpur.org</a></td>
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<td>Netherlands (Den Haag)</td>
<td>Tobias Asserlaan 2517 KC Den Haag Telp.: (+31-10) - 65325486/87/88 ext. 3014/3017/3030 Fax.: (+31-10) - 65325368, 65325783 Email: <a href="mailto:atdag-nld@kemendag.go.id">atdag-nld@kemendag.go.id</a> Website:</td>
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<td>Philippines (Manila)</td>
<td>Indonesian Embassy 185 Salcedo Street, Legaspi Village Makati City Telp.: (+63-2) - 8925061/68 Fax.: (+63-2) - 8925878, 8674192 Email: <a href="mailto:atdag-phil@kemendag.go.id">atdag-phil@kemendag.go.id</a> Website:</td>
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<tr>
<td>Russia Federation (Moscow)</td>
<td>Indonesian Embassy Apt. 76, Entr. 3 Korovyal 7 Moscow 119049,Russia Telp.: (+7-495) - 2385281 Email: <a href="mailto:atdag-rus@kemendag.go.id">atdag-rus@kemendag.go.id</a> Website:</td>
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<td>Saudi Arabia (Riyadh)</td>
<td>Indonesian Embassy Riyadh Diplomatic Quarter P.O. Box 94343 Telp.: (+966-1) - 4882800, 4882131 ext. 120 Fax.: (+966-1) - 4882966 Email: <a href="mailto:atdag-sau@kemendag.go.id">atdag-sau@kemendag.go.id</a> Website:</td>
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<td>Singapore</td>
<td>Embassy of the Republic of Indonesia 7 Chatsworth Road Singapore 249761 Telp.: (+65) - 67375420 Fax.: (+65) - 67352027 Email: <a href="mailto:atdag-sgp@kemendag.go.id">atdag-sgp@kemendag.go.id</a> Website:</td>
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<td>South Korea (Seoul)</td>
<td>Indonesian Embassy,380 Yoidaebang-ro Yeongdeungpo-gu Seoul 152-895 Telp.: (+82-2) - 7835675/7 Fax.: (+82-2) - 7837750 Email: <a href="mailto:atdag-kor@kemendag.go.id">atdag-kor@kemendag.go.id</a> Website:</td>
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<td>Spain (Madrid)</td>
<td>Indonesian Embassy 65, Calle de Agastia 28043 Madrid Telp.: (+34-91) - 4130294 ext. 223 Fax.: (+34-91) - 413899 Email: <a href="mailto:atdag-esp@kemendag.go.id">atdag-esp@kemendag.go.id</a> Website:</td>
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<td>Switzerland (Geneva)</td>
<td>IndonesiaPermanent Mission - Rue de Saint Jean 30 Geneva 1203 Telp.: (+41-22) - 9401736 Fax.: (+41-22) - 9401734 Email: <a href="mailto:atdag-che@kemendag.go.id">atdag-che@kemendag.go.id</a> Website: <a href="http://www.mission-indonesia.org">www.mission-indonesia.org</a></td>
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<tr>
<td>Thailand (Bangkok)</td>
<td>Indonesian Embassy 600-602 Petchburi Road, Rajthevi, Phayathai P.O. Box 10400 Telp.: (+66-2) - 2531315/40 ext. 123 Fax.: (+66-2) - 2551264, 2551267 Email: <a href="mailto:atdag-tha@kemendag.go.id">atdag-tha@kemendag.go.id</a> Website: <a href="http://www.kemlu.go.id/bangkok">www.kemlu.go.id/bangkok</a></td>
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<td>United Kingdom (London)</td>
<td>Embassy of Republic of Indonesia 38 Grosvenor Square London W1K 2HW Telp.: (+44-20) - 74997661, 72909620 Fax.: (+44-20) - 74957022 Email: <a href="mailto:atdag-lbr@kemendag.go.id">atdag-lbr@kemendag.go.id</a> Website:</td>
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<td>United States of America (Washington DC)</td>
<td>2020 Massachusetts Avenue, NW Washington DC 20036 Telp.: (+1-202) - 7755350, 7755200 ext. 350 Fax.: (+1-202) - 7755354, 7755365 Email: <a href="mailto:atdag-usa@kemendag.go.id">atdag-usa@kemendag.go.id</a> Website: <a href="http://www.inatrade-use.org">www.inatrade-use.org</a></td>
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<td>KDEI (Taipei)</td>
<td>Indonesian Economic and Trade Office to Taipei TwinheadBld 6F No.550RuiGoang Road, eihu Taipei 114, Taiwan ROC Telp.: (+886-2) - 87556130 Fax.: (+886-2) - 87550021, 87550200 ext. 350 Email: <a href="mailto:kondag-hkg@kemendag.go.id">kondag-hkg@kemendag.go.id</a> Website:</td>
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<td>Commercial Consul (Hongkong)</td>
<td>Indonesian General Consulate 127 - 129 Leighton Road , 6 - 8 Kewskit Street Telp.: (+852) - 28904212, 28002481 Fax.: (+852) - 28950139 Email: <a href="mailto:kondag-hkg@kemendag.go.id">kondag-hkg@kemendag.go.id</a> Website:</td>
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