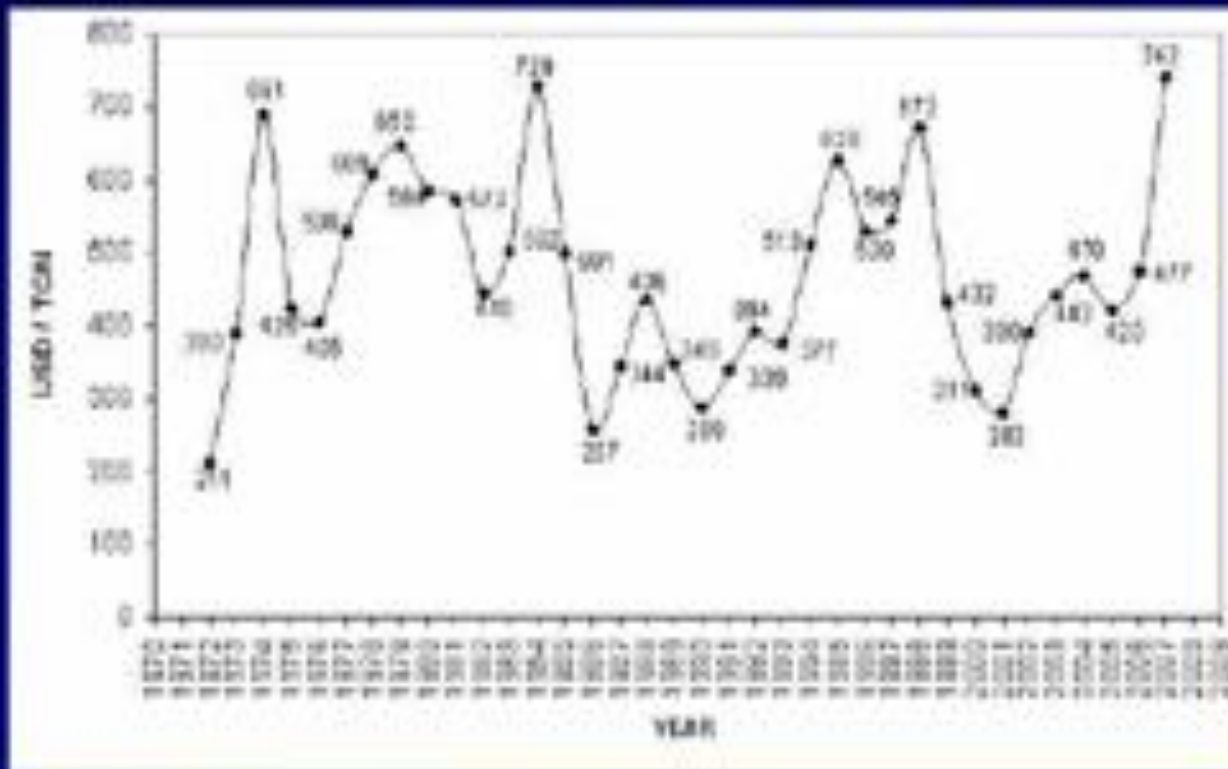


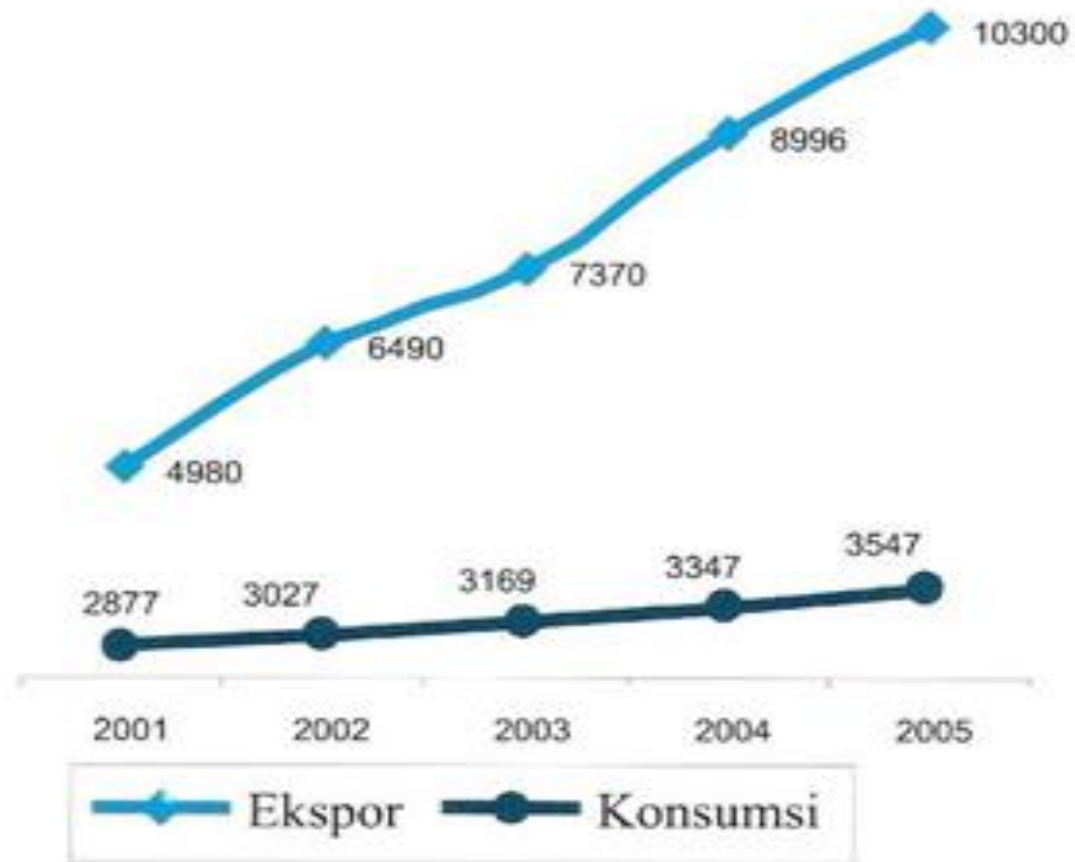
A. POTENTIAL MARKET RECOMMENDATION

CPO PRICE (CIF ROTTERDAM) 1972 – 2007 (Jan-Oct)



CPO World Price tends to be increased from 1972 – 2007, caused by the high demand with limited supply.

Trend of Consumption and Export of Indonesia CPO and Processed Palm Oil (000 ton) 2001 - 2005



Sumber : Oil world, Montly Desember 2005

CPO World Consumption by Countries 2004 and 2005

No	Countries	2004		2005		Growth rate (%)
		Volume (000 ton)	Market contribution (%)	Volume (000 ton)	Market contribution (%)	
1	PRC	3.681	12,28	4.340	13,14	17,90
2	European Union	3.821	12,74	4.246	12,85	11,12
3	Indonesia	3.347	11,16	3.542	10,72	5,83
4	India	3.404	11,35	3.331	10,08	-2,14
5	Malaysia	1.782	5,94	1.963	5,94	10,16
6	Pakistan	1.395	4,65	1.444	4,37	3,51
7	Nigeria	975	3,25	1.007	3,05	3,28
8	Egypt	652	2,18	653	1,98	0,15
9	Thailand	596	1,99	612	1,85	2,68
10	Columbia	442	1,47	454	1,38	2,71
11	Others	9.894	32,99	11.441	34,64	15,64
Total		29.989	100,00	33.033	100,00	10,15

The world CPO consumption will be increased along with population growth

Sources: Oil World Monthly 2005, processed

The World CPO Exporter Countries, 2004 - 2005

No	Countries	2004		2005	
		Volume (000 ton)	%	Volume (000 ton)	%
1	Malaysia	12.582	51,99	13.442	50,73
2	Indonesia	8.996	37,17	10.303	38,87
3	Papua New Guinea	339	1,40	320	1,21
4	Singapore	237	0,98	205	0,77
5	Columbia	214	0,88	225	0,85
6	Others	1.833	7,58	2.005	7,57
	Total	24.201	100,00	26.500	100,00

Indonesia ranked 2nd in world CPO exporters. Considering its potential areas, Indonesia should be the 1st.

Sources: Oil World Monthly 2005, processed

Indonesia CPO Exports (000 ton) 2003 - 2005

No	Importer countries	2003	2004	2005
1	India	1.533	1.746	1.905
2	European Union	617	791	931
3	PRC	298	361	511
4	Malaysia	321	493	344
5	Ceylon	-	13	202
6	Tanzania	-	45	128
7	Others	313	528	502
	Total	3.082	3.967	4.523

India, European countries and PRC have been the main importers . In the recent years, other countries become new potential markets.

